

New Charts on Hog and Product Markets In this Issue

Vol. 167

No. 15

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

[Trade Mark Registered U. S. Patent Office.]

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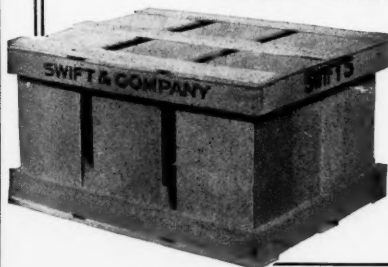
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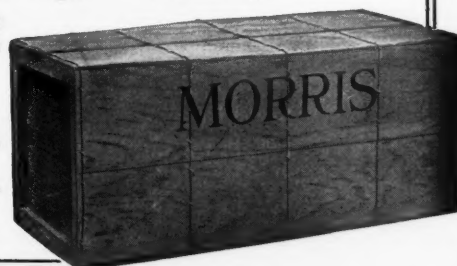
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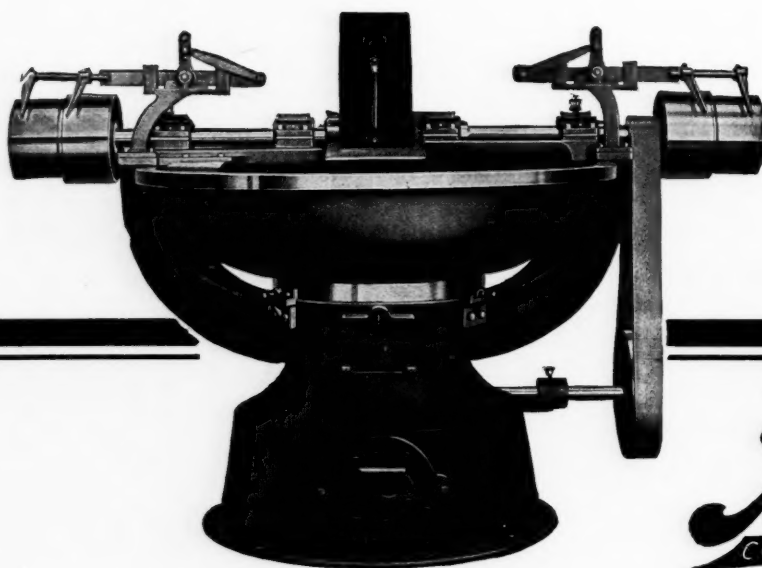
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What's the Matter with the Packing Business? More Discussion in this Issue.

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# THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

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Vol. 67.

Chicago and New York, October 7, 1922.

No. 15.

## *What's the Matter With the Packing Business?*

### **\* Further Contributions to a Discussion Which Is Becoming Interesting and Which Threatens to Get Results**

In publishing on September 9 the letter of "A Packer," under the title which this packer himself chose for it, "What's the Matter With the Packing Business," THE NATIONAL PROVISIONER, and this writer, appear to have started something.

Let us hope it is something worth while. Indications are that such is the case. THE NATIONAL PROVISIONER already has received letters of commendation for starting this discussion.

One packer writes: "It is the best thing that could have happened. You deserve great credit. I think these discussions in THE NATIONAL PROVISIONER will do a lot of good, even if a majority do not agree with the ideas expressed. But it will give them something to think about, and should result in each packer improving the manner in which he handles his business."

Another commendation is from the

writer of a letter appearing in this issue, signed "A Packer Employee," whose keen and fair-minded analysis of the situation is worthy of close reading. He has said much in a few words.

The discussion is heated in spots, but no offense is meant. The average packer is a plain speaker, but his hard words are aimed at conditions, not individuals. And he speaks from his heart. With conditions as they are, he cannot be blamed.

No one argument necessarily sums up the case. Each writer may have his own special view-point, which he seems to emphasize to the neglect of other points. But it is safe to say they all agree pretty much on the whole.

The point is that the matter is being discussed. It is possible there has been too much fear of talking in the past. Even if you shoved a gun in his face you couldn't get a packer to write a letter or partici-

pate in a discussion. The Editor knows—he's tried for more than fifteen years!

Now that the cork is out, it is hoped the flow of eloquence will continue with good results for all. It has been said that few packers are speech-makers, but some of them certainly are letter-writers. There should be others.

Below are two more communications. One is the letter referred to, from "A Packer Employee." The other is from "Packer Number Three," who talks straight from the shoulder, and while he seems to criticize the writer who started the discussion, yet it's a safe bet, as "A Packer Employee" says, that they agree after all.

One thing is sure: No packer wants to continue killing at a loss. What's the answer? The columns of THE NATIONAL PROVISIONER are open to continue the discussion.

### **Quicker Turn-Over a Remedy**

September 28, 1922.

Editor The National Provisioner:

I admire your policy of presenting matters of interest according to different view-points, especially in so important a matter as suggested by the question—"What's the matter with the packing industry?"

The second letter on this topic, the one by "Another Packer," however, hardly deserves first-page prominence, and it would be regrettable if some of the opinions voiced in that letter should be accepted as representative of the general feeling of those engaged in the packing industry. Such an impression would be regrettable, in that it would suggest ultra-conservatism and an abhorrence for progressiveness, especially in the matter of statistics.

The writer of the first letter in the series stated it as his opinion "that the industry requires more and more statistics in order to minimize the speculative features of the industry." By that he no doubt meant that we needed more facts and less guesswork; that a closer study of the various factors affecting the marketing of livestock and its products would tend to lessen some of the risks otherwise taken, and to increase the understanding of the changes under way in the industry.

### **What Packer Really Needs.**

The need for closer study and application has been pointed out by "Another Packer" himself when he stated that "The business of marketing hogs has become an all-the-year-around game." If, as he suggests, the chief trouble with the packing industry is "bonehead" buying, is it not plausible to assume that the buying department is sadly in need of the right kind of statistical information?

The success of the packing industry does not depend entirely on low-cost raw material. It depends just as much on efficiency in operating costs and on intelligent merchandising methods in disposing of the products.

The old order has changed. The reliance upon inventory profits on heavy accumulated stocks is becoming more and more speculative. The wide-awake packer, who has sensed the change, will shape the course of his business through shorter turnovers. His business will average better than five or six turnovers a year.

Very truly yours,  
A PACKER EMPLOYEE.

What's ahead on hogs and product? Use the new charts on pages 20 and 21 in your forecasting.

### **Some Faults Clearly Stated**

Sept. 25, 1922.

Editor The National Provisioner:

I have read with considerable interest the article in your issue of September 9th signed by "A Packer." Of course I do not know who this packer is, but without any reflection upon his veracity, I must take exception to his apparent position that Government reports are not correct. Receipts of hogs last winter and this summer to my mind prove that the Government report was correct.

Most of the packers chose to ignore the Government report issued last fall, and assumed offhand that it was wrong. In fact one packer told me that he was positive there was a decided shortage of hogs. The result was that after January 1st the packers paid ridiculous prices for hogs, evidently on the theory that there would be a shortage later on.

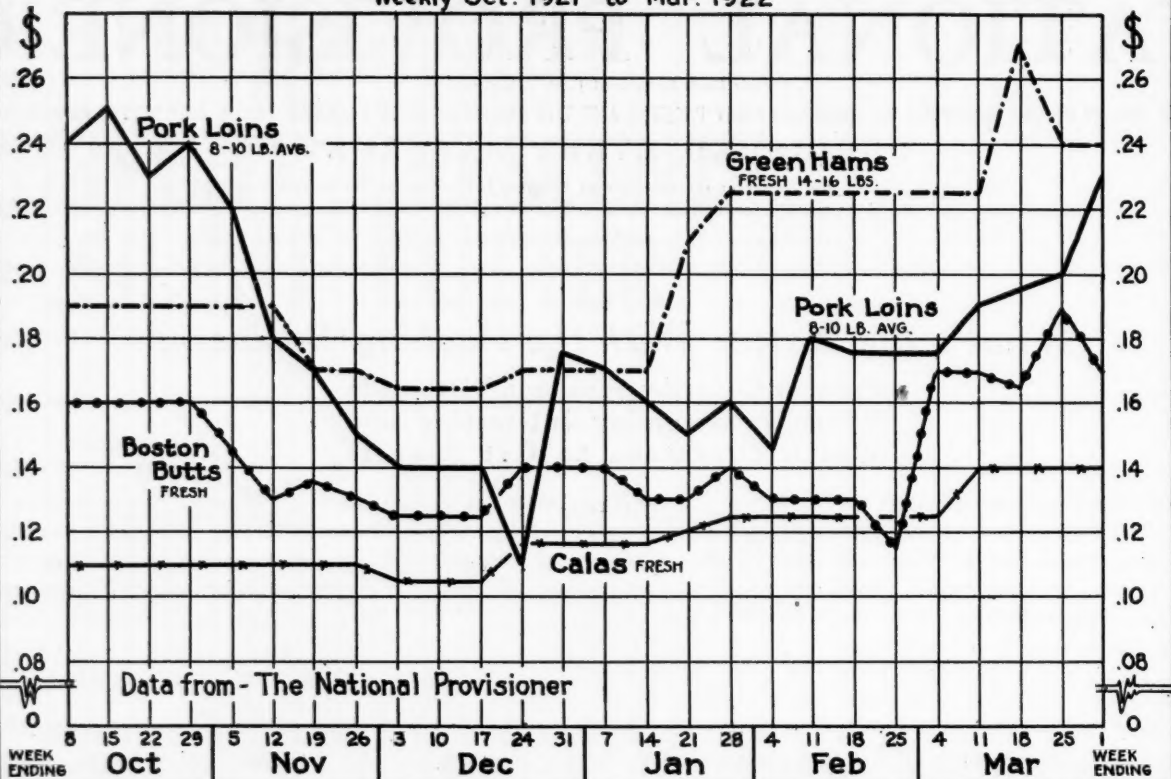
What was the result? With hogs selling in Chicago above 9c, and corn in Iowa, the greatest hog-producing state, being worth only 40c, the farmer held his hogs back, fed them this corn freely, with the result that this summer packers got the heaviest weight hogs ever known, and in increasing numbers. I believe statistics prove that the excess summer re-

(Continued on page 44.)



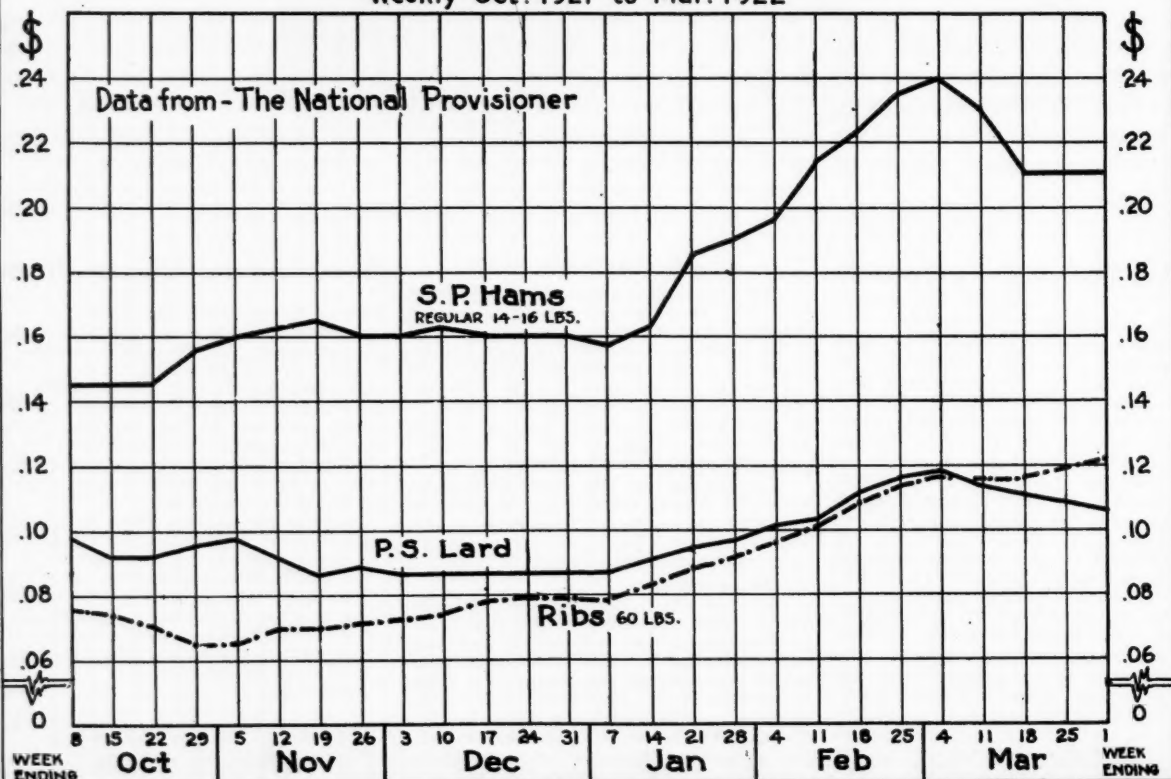
# Wholesale Price of Fresh Pork Products at Chicago

Weekly Oct. 1921 to Mar. 1922



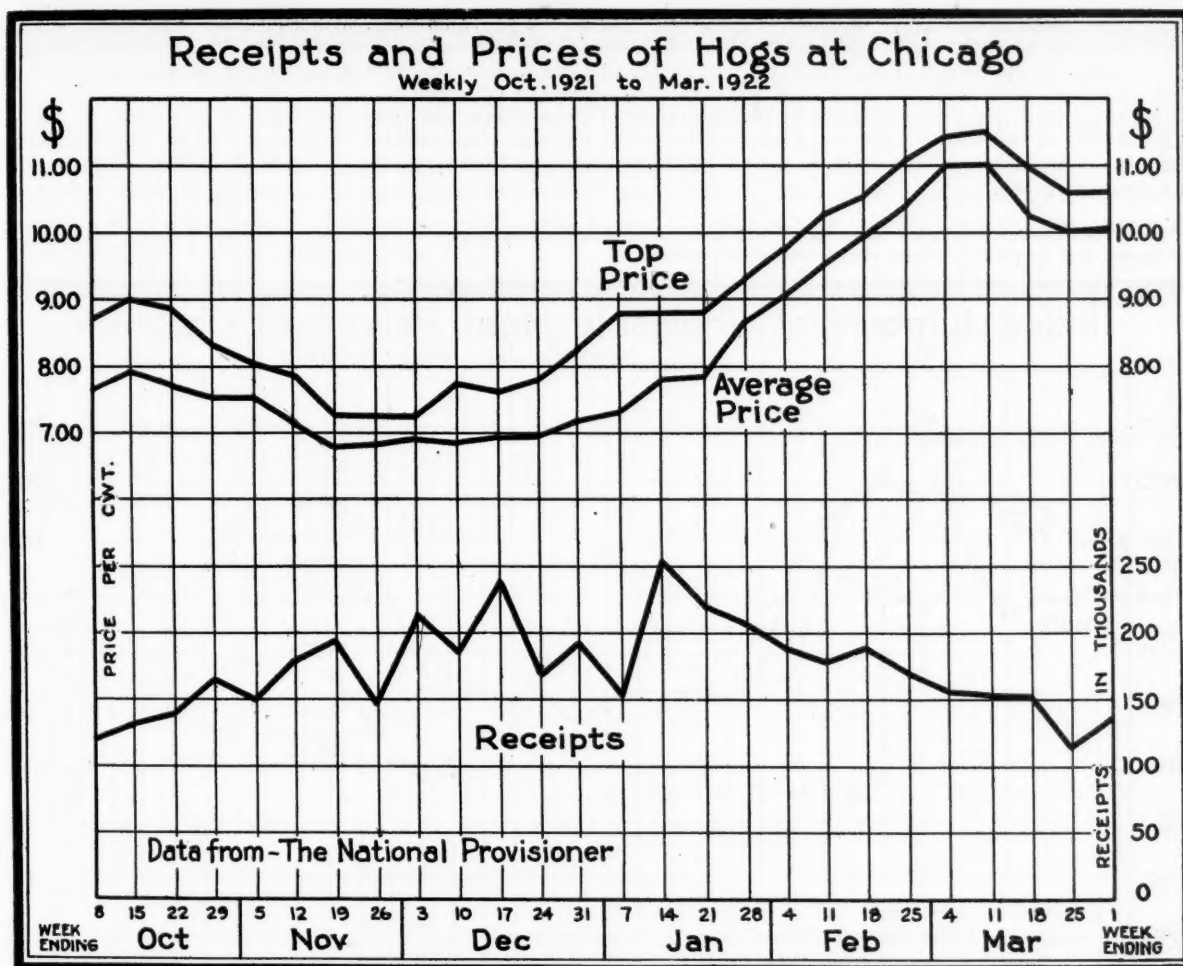
# Wholesale Price of Cured Pork Products at Chicago

Weekly Oct. 1921 to Mar. 1922



(EDITOR'S NOTE.—These charts will appear once every three months, the first period being October, 1921-March, 1922. Meanwhile they will be reprinted on somewhat heavier paper for desk use, and may be had—free of charge to subscribers—upon application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.)





### *Looking Backward to Make a Forecast*

The meat packer, when he looks ahead into a new season or trade period, generally "sets his sights" on past experience. Last year's hog prices or last year's product markets are what his mind first turns to.

If he trusts to his memory, it is apt to lead him astray. Mistakes of this kind are costly. Many packers keep more or less of a record along these lines, and some few have their own private charts and graphs which are kept up to date month by month.

But as a rule the packer has to turn to four or more statistical sources for his information, and this takes time and does not make possible quick or accurate surveys of the situation. Very often he guesses, or takes somebody's word for it, and lets it go at that.

It has been suggested that a chart of livestock and product market conditions as they existed a year ago, always kept before a packer's eyes, will give him a much clearer grasp of the situation, and make his decisions easier and safer.

THE NATIONAL PROVISIONER, therefore, has decided to enlarge its already extensive chart and statistical service by the addition of the three charts shown on this and the opposite page. These charts show plainly the trend of certain basic livestock and product markets a year ago.

The period covered is six months, so that the true market trend may appear. The period is divided by weeks, the dates appearing at the bottom. The quantity and price figures appear at the sides, and the subjects are plainly indicated, so that the reader may grasp the situation a year ago at a glance, and may easily make the necessary comparisons.

**The first chart shows weekly receipts and prices of hogs a year ago at primary markets.** Receipts and prices thus are thrown into close contrast and both top and average prices of hogs are shown. The basis is the same as in the regular monthly livestock charts of THE NATIONAL PROVISIONER, which show the situation today, while this new chart shows it a year ago.

**The second chart shows wholesale prices of fresh pork products at Chicago a year ago.** Typical products have been selected: loins, 8@10 lbs. avg.; green hams, 14-16 lbs. avg.; Boston butts and fresh Calas.

**The third chart shows in the same way prices of cured pork products a year ago:** regular S. P. hams, 14-16 lbs. avg.; prime steam lard, and ribs. (D. S. bellies, 16@18 lbs. avg., will be added to this chart at the next printing.)

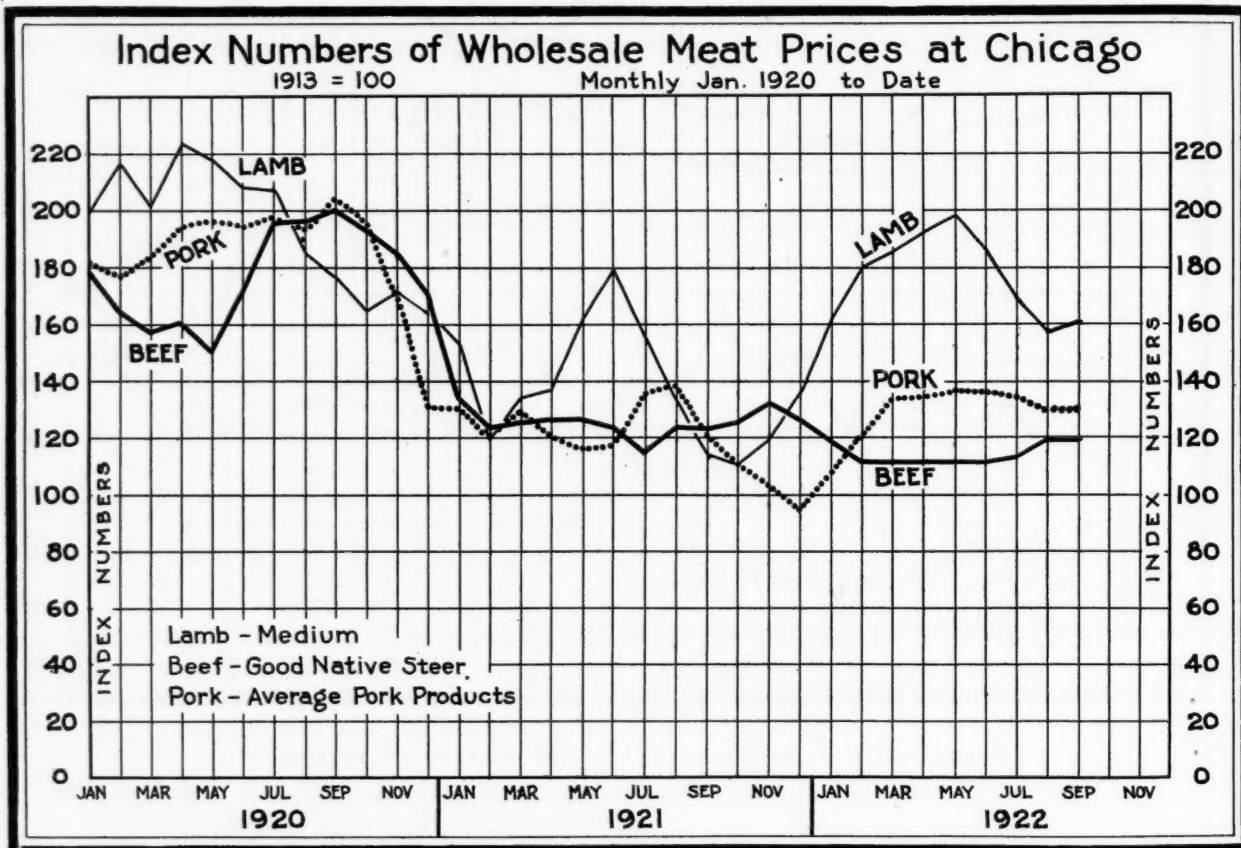
Every three months these charts will be extended, so that the reader will have before him at all times a comparison of conditions as they existed a year ago over a six-months' stretch.

It is not claimed that these charts are perfect, and suggestions and criticisms will be welcomed. The aim is

to give the packer and market operator a birdseye-view of the previous year, which he may have under the glass of his desk-top, or in his desk file, for constant reference. Taken in conjunction with the "past-month," or up-to-date market charts which THE NATIONAL PROVISIONER is now presenting every week, these "market movies" should be a valuable aid to the packer in studying the situation.

An important thing to remember is that any user of these charts may add such lines as he pleases to those already shown, if he prefers additional comparisons, and has the data available. The graphs have been made large enough so that additional information may be added—with a red-ink pen, for example—and any special item or product thus traced.

THE NATIONAL PROVISIONER'S regular once-a-month charts, appearing weekly, are as follows: Livestock receipts; livestock prices; meat prices; beef by-product prices; storage stocks of products.



The figures on which this chart is based are taken from the official records of THE NATIONAL PROVISIONER. Careful study of this chart is of advantage to those who find it useful. A mere glance does not always tell everything.

## Wholesale Meat Prices Rise Little Compared with Livestock

The chart showing the index numbers of wholesale meat prices at Chicago, which is one of the most important in THE NATIONAL PROVISIONER'S statistical series, has an interesting story to tell this month. Compare it with the chart showing livestock prices for the same period. It will be seen that in general wholesale meat prices did not advance as much as those of livestock.

The beef line represents the price trend of good native steer beef, the lamb line refers to medium carcass, and the pork products line includes the six principal pork cuts, S. P. Bellies, S. P. Hams, 12-14 lbs., S. P. Picnics, Fresh Loins, D. S. Fat Backs and P. S. Lard. The pork line, therefore, shows changes which are typical of the changes that occur in the average of all pork products.

This is the first time in the packing industry that any such index has been worked out.

### INDEX NUMBERS OF PRICES.

Index numbers of livestock and meat prices at Chicago on which the chart of wholesale meat prices is based have been worked out by experts from data contained in official records of THE NATIONAL PROVISIONER taking the average for 1913 as equal to 100, and are as follows:

1920—	Beef, good native steer, carcass.	Pork products, average.	Lamb medium carcass.
January	178.5	181.5	199.1
February	163.9	177.6	216.9
March	157.7	183.4	201.8
April	160.8	194.8	223.3
May	150.0	196.3	218.6
June	171.5	194.6	238.5
July	196.2	197.3	207.1
August	196.2	193.2	184.9
September	200.0	204.3	177.4
October	193.8	195.6	164.1
November	184.6	189.3	171.5
December	170.5	130.6	163.4

1921—			
January	133.8	130.2	153.0
February	123.1	121.0	119.4
March	125.4	129.4	134.5
April	126.9	120.5	137.2
May	126.9	116.5	161.4
June	123.1	117.8	179.9
July	114.6	135.6	154.7
August	123.1	138.3	132.8
September	123.1	120.7	114.3
October	125.4	110.4	111.0
November	132.7	103.0	119.4
December	126.2	94.1	137.2
1922—			
January	118.4	107.0	161.4
February	111.5	120.9	179.9
March	111.5	133.3	185.0
April	111.5	134.3	192.6
May	111.5	136.6	198.4
June	111.5	136.2	185.6
July	113.1	134.4	189.5
August	119.2	130.1	158.3
September	119.23	130.5	162.07

If you need a good man watch the "Wanted" page.

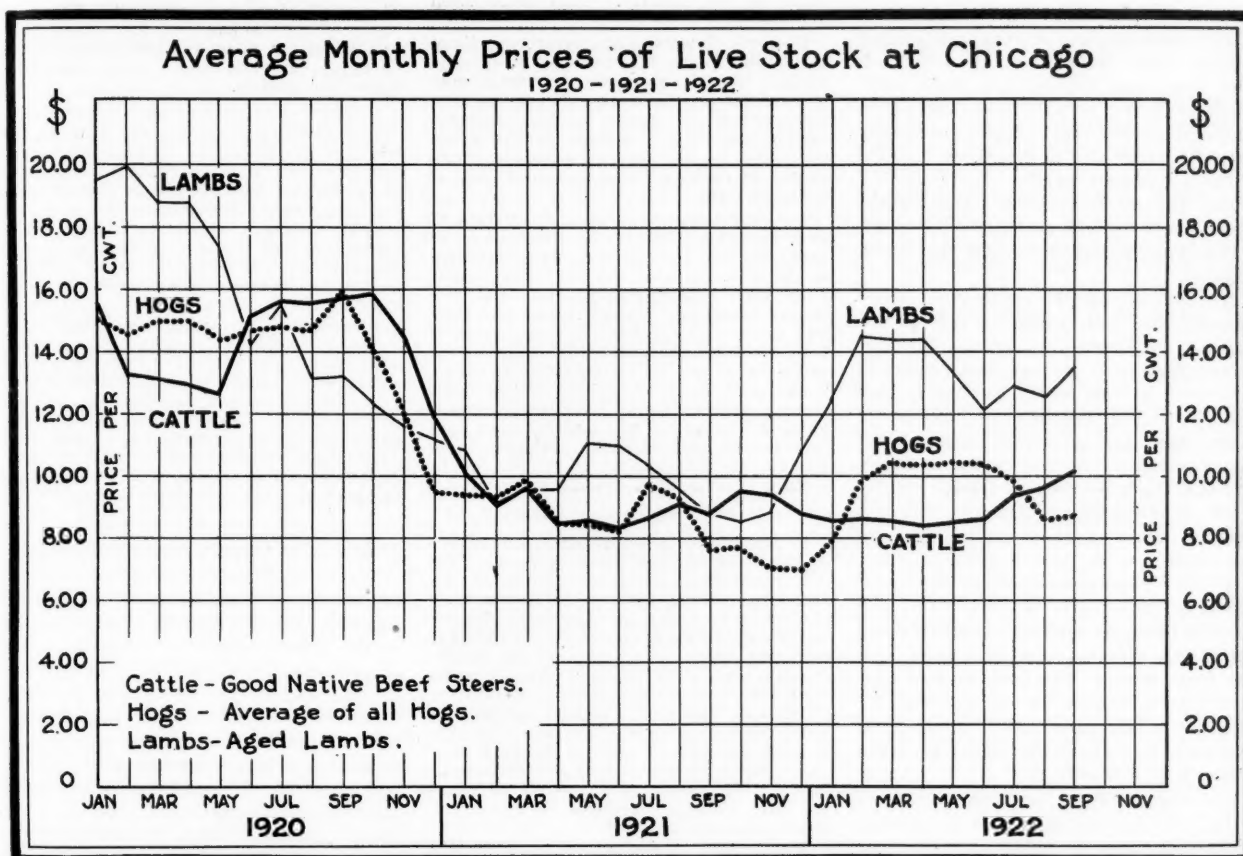
### OVERTIME PAY FOR INSPECTORS.

House Bill 10672, which would relieve packers from the necessity for paying overtime to Federal inspectors, has not been signed by the President because, as some experts say, the measure did not authorize an appropriation from which the Government could have paid these employees. The matter was not passed over, however, inasmuch as some reports have stated that packers will be relieved from this burden under provisions which are to be included in the next budget bill. This should result in the elimination of this overtime on July 1, next.

## September Livestock Prices Up Compared to Other Years

This chart in THE NATIONAL PROVISIONER'S series—which includes charts on livestock and meat production and prices, by-products and storage stocks—shows an interesting comparison between the price trend for this September and the trend in past years back to 1920. Comparisons with pre-war periods are shown by a set of bar tables in a graphic way worked out for the packing industry for the first time in this series.

Price charts require careful study in order to bring out all the important facts of cause and effect. They are in this way more interesting than charts simply showing receipts, but at the same time cannot be of the greatest value without time spent in studying them.



The figures on which this chart is based are taken from the official records of THE NATIONAL PROVISIONER.

### Livestock Prices at Chicago for September Compared to Six-Year Pre-War Average

Showing percentage of prices for September, 1922, 1921, and 1920, to the average of September during the six years, 1909 to 1914:

GOOD NATIVE BEEF STEERS.	
	Per cent
September, 1922 .....	118.86
September, 1921 .....	104.1
September, 1920 .....	187.2
September, 1909-14 .....	100.0
HOGS—ALL GRADES.	
September, 1922 .....	107.5
September, 1921 .....	93.9
September, 1920 .....	196.6
September, 1909-14 .....	100.0
LAMBS—AGED.	
September, 1922 .....	192.8
September, 1921 .....	128.1
September, 1920 .....	193.6
September, 1909-14 .....	100.0

The data are from the same source as used in the chart.

### LIVESTOCK PRICES COMPARED.

Average monthly prices of livestock at Chicago from January, 1920, to September, 1922, on which THE NATIONAL PROVISIONER'S chart on this page is based.

	Cattle good native beef steers	Beef good native steer carcass	Hogs average all hogs	Lambs aged	Lamb medium carcass
1920—					
Jan. ....	\$15.51	\$23.20	\$15.00	\$19.50	\$29.60
Feb. ....	13.18	21.30	14.55	19.95	32.25
Mar. ....	13.06	20.50	14.95	18.80	30.00
Apr. ....	12.97	20.90	14.90	18.80	33.20
May ....	12.69	19.50	14.30	17.40	32.50
June ....	15.07	22.30	14.70	14.25	31.00
July ....	15.60	25.50	14.85	15.55	30.80
Aug. ....	15.51	25.50	14.75	13.20	27.50
Sept. ....	15.78	26.00	15.60	13.30	26.38
Oct. ....	15.88	25.20	14.05	12.35	24.40
Nov. ....	14.46	24.00	12.20	11.70	25.50
Dec. ....	11.88	22.20	9.55	11.20	24.30
1921—					
Jan. ....	10.10	17.40	9.40	10.90	22.75
Feb. ....	9.15	16.00	9.35	9.20	17.75
Mar. ....	8.55	16.50	8.50	9.60	20.00
Apr. ....	8.49	16.50	8.50	9.60	20.40
May ....	8.55	16.50	8.35	11.10	20.40
June ....	8.34	16.00	8.20	11.00	26.75
July ....	8.62	14.90	9.75	10.30	23.00
Aug. ....	9.12	16.00	9.35	9.65	19.75
Sept. ....	8.78	16.00	7.60	8.80	17.00
Oct. ....	9.58	16.30	7.70	8.55	16.50
Nov. ....	9.39	17.25	7.05	8.95	17.75
Dec. ....	8.74	16.40	7.00	10.80	20.40
1922—					
Jan. ....	8.54	15.38	7.90	12.45	24.00
Feb. ....	8.60	14.50	9.85	14.50	26.75
Mar. ....	8.57	14.50	10.45	14.40	27.50
Apr. ....	8.48	14.50	10.35	14.40	28.65
May ....	8.50	14.50	10.50	13.40	28.50
June ....	8.93	14.50	10.40	12.15	27.60
July ....	9.47	14.70	9.80	12.90	25.20
Aug. ....	9.65	15.50	8.55	12.55	23.50
Sept. ....	10.02	15.50	8.70	13.45	24.3



## Standardization of Packing House Packages

During the World War period it became an economic necessity to our government to set limitations on the variety and style of many commercial articles, including packages. The agency for this purpose working with the packing-house business was the United States Food Administration.

During 1918 this body found in use two sizes of tubs—a tub for compound holding sixty pounds net, and one one inch shorter holding sixty pounds net of pure lard. The larger tub was found to hold sixty-five pounds net of pure lard, and everyone agreed with the suggestion to buy only the larger size in future.

The advantages were:

1st—An interchangeable size would mean smaller stocks on hand.

2nd—Less money or capital tied up in supplies.

3rd—Stocks could be replaced more frequently, with less chance for tubs to dry out and fall apart.

4th—The cost per hundredweight of lard in 65 lb. tubs would be slightly less.

5th—The manufacturer of tubs could make some savings through less changing of machinery to make staves, and tubs, and one less size stock to carry.

6th—Competition would force the tub manufacturer to pass on part of this saving.

Another recommendation put into effect concerned the variety of sizes in tins and wooden packages sold for export lard and compound, especially for the trade with the West Indies. The trade is now handled with a smaller variety of sizes and on a net weight basis in line with legislation passed to govern the domestic trade of the United States.

The only criticism that might be made is that the net weight system is in terms of American pounds, rather than in terms of kilos, which the ultimate consumer is accustomed to use.

A third recommendation concerned domestic tinware sizes. The sizes formerly in common usage were as follows:

3-5-10-20-50 lb. tins; all gross weight sizes.

At somewhere near this time the new net weight branding law had become effective, so that the following net weight sizes were proposed:

2-5-10-50 pounds—net weights exclusively.

It will be noted that the three-pound and twenty-pound sizes were rendered obsolete.

### Net Sizes Agreed Upon.

It was believed the trade could be handled quite satisfactorily in the proposed sizes, but when the subject was brought up with the compound people it was found some of these people had installed, at considerable expense, automatic machinery for sanitary cans, based on the sizes used for gross weight cans, which they were unwilling to scrap.

Since it was found the gross weight tins would hold four pounds net, and eight pounds net of compound, an agreement was quickly reached to utilize these, together with the two-pound size. The fifty-pound net lard can was found to hold forty-five pounds net of compound, and the size was adopted.

This is the origin of the trade standards for tin pails and cans:

2-5-10—and 50 lbs. net for lard.

2-4-8—and 45 lbs. net for compound.

### Work of Standards Committee.

Unfortunately, there was not sufficient publicity at the time. A year ago the Institute of American Meat Packers set a committee to work to consider standardization of all packages. This committee found the recommended trade standards were not being adhered to in different parts of the country. This arose from two causes:

1—Some tinware manufacturers did not go to the expense of putting in new equipment. Their cans were frequently sold to local trade who were small users, who were either not aware of the standards used by the rest of the trade, or who would not care to buy larger quantities incidental to carload shipments from out of town factories.

2—Competition must meet the output of such factories. Where the standard trade packages held less product, as in the case of the 2 lb. net size, the old gross weight 3 lb. size, holding two pounds and five ounces, could not compete. The fact they had to be sold for more money naturally kept reducing the sales to the point of extinction. But in the case of the five-pound and ten-pound sizes, net weight, sales dropped off in favor of packages holding four and one-half pounds net, and four pounds net, also for packages holding nine pounds and eight pounds net to replace the standard ten pounds net.

### Position of the Can Makers.

It is not possible for the can-makers of this country to say to a customer, "We will not furnish a can smaller than the standard can for lard." The most they can do is to charge enough more for the odd weight cans to compensate them for changing back and forth to turn out irregular sizes. There is a greater overhead expense due to carrying more sizes of tinplate. There is a distinct loss of output in changing lines of machinery, which is quite important. It is an economic loss, particularly in the fall months, when all lard pail factories over the entire country are working overtime to meet the heavy seasonal demand.

Many lard manufacturers appreciate that the odd-weight tins work against the best interests of the trade. Other associations have recently voted to return to the standard sizes. Can factories without equipment have been asked to arrange so that they can turn out standard pails. A number of factories will have this new equipment ready for the trade in January.

On the other hand, packers putting out standard tins have been forced by com-

petition to stock these odd size pails as well. This means larger inventories, more storage space, higher labor costs per hundredweight of product, more crates.

The cost of empty tins is greater in proportion, especially if the cans are decorated or lithographed. The smaller the quantity lithographed, the greater the unit cost.

To sell these odd weight packages to the trade, there is a necessity of getting rid of the extra expense which has accumulated. The dealer who sells to the consumer has a chance to misrepresent. The public does not look to the intrinsic value of the package offered. They rely to a great extent on the protection afforded by the manufacturer's name and reputation for quality.

### Under Size or Standard Weight?

The problem resolves itself down to whether the undersize package shall prevail over the standard weight pail. The trade, awakening to methods of fair competition, would suggest that the standard weight packages should be adopted because they are the least expensive to the consumer. The under-weight package should be dropped, rather than for us to have a race between packers to cut down the net weight in the pails and cans.

This problem will be put before the Institute of American Meat Packers at the annual convention. It is not intended that any action be taken to eliminate individual initiative. There is involved a proposition to eliminate unnecessary waste and duplication. Standardization will strengthen business ethics, and assist the manufacturer and the consumer.

### GRAIN FUTURES ACT NOW LAW.

The Grain Futures Act, which provides for the supervision by the Secretary of Agriculture of the trading in grain futures on the Chicago Board of Trade and other grain exchanges in the United States, was recently signed by President Harding. Concerning this act, Secretary of Agriculture Wallace said:

"The new law takes the place of the regulatory provisions of the Future Trading Act of August 24, 1921, which was declared unconstitutional by the Supreme Court of the United States last May. In substance the new law is the same as the old, but the new law is based on the power of Congress to regulate interstate commerce, while the former statute was based on the taxing power of Congress. The new law does not become operative until November 1. As all of the exchanges were fully acquainted with the requirements of the former law, there should be no difficulty or delay in complying with the new law. The exchanges affected are those at Chicago, Minneapolis, Duluth, Kansas City, St. Louis, Toledo, Milwaukee, San Francisco, Los Angeles, and Baltimore.

"This law does not interfere with hedging transactions on the boards of trade. Neither does it interfere with ordinary speculation in the buying or selling of contracts for future delivery. If, however, there should be evidence of undue manipulation, or attempts to corner the market, or of the dissemination of false or misleading information about crop or market conditions by members of the exchanges, such conduct would be inquired into and promptly dealt with as required by the law. In addition, it prohibits the exchanges from discriminating against co-operative associations of grain producers who may desire membership in order to obtain the use of the facilities of the grain exchanges. The Secretary of Agriculture also is given the requisite authority to examine the books and records of the members of the exchanges and to require such reports as may be necessary to carry out its provisions."

## Protecting Trade Marks

Have you had trouble over your brands and trade marks, Mr. Packer?

Do you know how to protect yourself?

The article printed in the September 30 issue of the THE NATIONAL PROVISIONER on "Protecting Trade Names in the Packing Industry" contains a good deal of valuable information. Copies of this article may be had free of charge, so long as the supply lasts, upon application to the THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

## THE KEY MAN IN THE PACKINGHOUSE

### What the Foreman Can Do to Rebuild Profits

By W. B. Farris, General Superintendent, Morris & Company.\*

(EDITOR'S NOTE—For some time leading operators in the packing industry have realized that the key man in the packing house is the foreman. But there are many packers who have not yet worked out the principles that should, or could profitably be employed by foremen in increasing their personal efficiency and that of their departments. In a series of articles of which this is the first, Mr. Farris, who has had a wide experience in the field, will discuss the various ways in which the foreman can aid in the marking of profits for the packing business. The other articles will appear in early issues.)

Foremen play a very important part in any industrial organization. In fact, no industry can succeed to any extent unless it possesses efficient and skilled foremen. The greater the skill the foremen possess, the greater the success will be. But the degree of success depends almost entirely on a foreman having his organization function as nearly 100 per cent as possible in the following phases of his department's work:

First, standard product.

Second, full yields and reasonable cost of production.

Third, co-operation, or team work.

Fourth, service to the trade.

Standard product is not hard to define. It means having a certain standard, keeping the quality of product up to that standard, and knowing what is necessary day after day, month after month, year after year to obtain this standard. It means also maintaining that standard of quality. Now, what is the basis of this so-called standard?

Standardization of product is obtained through and over years of experience of catering to an ever critical public which is critical from the standpoint that the trade wants the best it can get for the price paid. The public is also critical from this standpoint; that it wants as good quality of product as any other concern in the same line produces.

A standard of product is obtained from two sources.

First, what the trade demands.

Second, quality equal to that placed on the market by competitive concerns.

Assuming the reader is now conversant with how standard product is obtained, or, in other words, knows the basis that standardizes product and in what class it belongs, to be a standard product, the next question is, how can that standard be maintained? What is necessary to keep the quality of product over and within a certain line of demarcation, knowing that if the quality falls below the line, it means a financial loss and also a loss in volume, due to an indifferent demand?

#### How Foreman Keeps Up Standard.

It is here that the foreman's knowledge of the product, his skill in utilizing that knowledge, his application of both knowledge and skill can maintain the ever necessary standard of quality. To do so he will have to follow this method:

1. He must have definitely in mind the company's standard of quality and cultivate a personal pride. He should include in his entire organization the same pride in maintaining that quality.

2. He should watch carefully the production of his product step by step as it emerges from one process and goes into another.

3. He should not wait for a traveling inspector, or a superintendent to point out to him what needs correction. But he should "be on the job," check up continually, and be so close to the different processes that a check outside of his department is unnecessary.

4. He should instruct and educate his workers in the standard of quality. To do this he must select workmen who can adapt themselves to his way of working, who can follow out his orders intelligently.

5. He should stimulate pride of workmanship in his workers. Every human being takes a certain pride in his ability to do things, to excel his neighbor. In many it is a latent quality, but it is there and only needs stimulation.



W. B. FARRIS.

6. He should never slight his work or his product. Slighting one or both means getting out of the class which is the home of standard quality. If the foreman cannot for some reason give to the trade his standard quality, then he should have the order canceled.

7. He should encourage and promote co-operation in all its phases, make it the keynote of his organization. It will make his work less laborious. He will accomplish greater and better results. His organization will all pull together. Co-operation to an organization is the same as oil to a piece of machinery.

8. He should use judgment and care in the selecting of help and use the same care in instructing them as to their duties. He must make it clear what objective he is working for. He cannot expect good and intelligent work from a man unless his head is directing his arms and feet.

9. He should get away from alibis and excuses. He must not give or take them, for business cannot be run on either. If the foreman is wrong and has made a mistake, he should say so frankly. If he is in the right he should fight it out and prove he is right. Above all things, he should never sacrifice quality of product to obtain a low production cost.

The above nine points, if used in the foreman's work and applied on his product, will be a guarantee that he will make and maintain a standard product.

There is no question but that every

foreman makes an effort to follow out these points more or less. But unfortunately it is generally less, for the hill to success is hard to climb, and many will make a spurt for a certain distance and sit down to rest.

To succeed there is no rest. You must push forward. To rest, to stand still, is to go backward. To go backward, in plain words, means failure. So keep forging ahead and at all times let your motto be Standard Quality.

(EDITOR'S NOTE—This discussion of "Standard Product" will be followed by one on "Full Yields and Reasonable Cost of Production," in which Mr. Farris will give some very interesting suggestions. This article will appear in an early issue.)

#### WALLACE URGES LOWER RATES.

Freight rates on agricultural products including livestock were the most important subjects dealt with by Secretary of Agriculture Wallace in a recent address before a mass meeting of farmers and business men at Davenport, Iowa. Secretary Wallace said rates must come down. In part he spoke as follows:

"One of the heavy burdens which the farmer has been forced to carry at a time when he was least able to carry it has been the large increase in freight rates. In 1920 freight rates on many of the more important farm crops were almost double what they were before the war. These increased rates not only imposed a grievous financial burden but in many cases narrowed the market for crops which were not worth enough to carry the freight rate to distant markets. At the same time, the increased rates on the things the farmer had to buy added to his cost of living and the cost of production by just that much.

Had prices of farm crops remained at the 1919 and early 1920 levels, the higher freight rates could have been paid without inconvenience. A freight rate of twenty-five cents a bushel when corn is selling for \$1.75 a bushel is not a serious matter, but a twenty-five cent rate on fifty cent corn is ruination. During 1921 the influence of the administration was exerted in every proper way to bring about a reduction in freight rates on farm crops, and a number of important reductions were secured. Rates are still altogether too high, however, with relation to the selling value of crops, and further substantial reductions must come in the near future." "Freight rates on farm products must be brought down without impairing in any way the efficiency of the transportation service."

#### \* MEAT DIET GIVES BRAIN FORCE.

A meat diet produces more brain force and is better for brain workers than a vegetarian diet, according to the conclusions reached by Drs. Kestner and Knipping after a long series of tests made at the Physiological Institute of Hamburg University.

The professors inaugurated a series of experiments in which they observed and measured the metabolism that took place in the physical work and intellectual or brain work. A number of students were used for the latter experiments.

In making caloric calculations they found there was less metabolism during brain activities than during heavy physical activities. It developed, however, that by strenuous studies a steady increase of phosphoric acid took place in the blood. To counteract this increased acidity of the blood it was necessary to increase the secretory activities of the stomach.

Of the various items of food the best results were obtained with meat, and the professors concluded that all brain workers should eat meat.

\*Published by courtesy of The Morris Standard.



## Packers' Cost Accounting

Items under this head refer to matters connected with problems of packing-house accounting. The Committee on Standardized Cost Accounting of the Institute of American Meat Packers is constantly at work on such problems, and answers questions for members as well as carrying on its work of preparation of a standard book on packinghouse accounting.

### PACKER AUDITOR'S FUNCTIONS.

Auditing and accounting procedure, and the proper use of statistics have been the subject of much interest among packers, and the need of keeping up with more statistics on the industry was pointed out by one packer in an article published in a recent issue of THE NATIONAL PROVISIONER, entitled "What's the Matter with the Packing Business?"

A short time ago a Canadian member of the Institute of American Meat Packers asked a very important question regarding this matter, as follows:

What is the proper function of a packing house auditor? Does it not involve the scrutiny of inter-departmental matters, interior traffic and costs rather than the usual accountancy methods of checking for accuracy?

In reply Chairman J. H. Bliss of the Committee of Standardized Cost Accounting prepared the following article which will be of interest to many packers who are looking for ways to increase economies in their business.

The packer asking this question uses the term "auditor" as referring to the executive who is responsible for the accounting functions of a business. Considering the question from this broader point of view, the accounting functions of a business should be thought of as consisting of two quite definite divisions:

- (a) The direction of account keeping and accounting procedure.
- (b) The statistical and analytical functions.

In the past, accounting work and the business of an industrial accountant have been considered largely as related to the former function of account keeping. Not much attention has been paid to the latter, that is, the analytical and interpretive end of the work. But as a matter of fact that is the one by which business is to realize its money's worth out of its accounting work. This situation is particularly noticeable among smaller organizations even yet.

We seem to be passing through a period of development in the character of service, which business expects of accountants for organizations. Times such as industry is meeting today promote a greater appreciation of the accounting and statistical service, and emphasize to the average business man the necessity of close contact with his business and the advantages of good accounting services.

In a business such as the packing industry it is of more than ordinary importance that the operating man should have always at his hand, reliable statistical information. The character of the business makes this necessary.

### Present Accounting Functions.

I would suggest the following as a brief outline of the functions of the accounting divisions of an industrial organization.

- (a) Responsibility for accounting procedure, covering the following:

1. The design of the system and the preparation of instructions for the procedure.
2. Supervision of the accounting and clerical work, including costs, etc.

3. Audit of accounting work, which includes the establishment of such internal audits and reviews as are necessary to insure accuracy and follow the administration of accounting work.

(b) Development and use of statistics which would cover the following points:

1. Preparation of statistical data in such shape as will convey to executives and operating heads the accounting information which they should have, in order to conduct their affairs most effectively. This would include information as to costs, volume, expenses, results, financial affairs, etc., etc.

2. The analytical and interpretive function which contemplates working with executives and operating heads, explaining statistical information to them, putting up to them the facts indicated by the books and records, upon which they might be expected to take action. In short, it means making an actual delivery to the executives of a business of the most effective accounting service.

Many people think of accounting as a science. Some call it an exact science. It is not exact, nor a science. It is, or should be, a service. Business realizes out of its expenses and costs for accounting service, value only in the measure that useful and reliable data and information is placed before its executives and is used by them in their conduct of business affairs.

### IRISH MEAT IMPORT RULES.

Arrangements have been made with the Provisional Government of Ireland for the importation into that country of fresh pork from the United States. The arrangement is virtually identical with that prevailing with respect to importation of fresh pork into England. Details will be supplied upon request by The National Provisioner. Diplomatic negotiations between the United States and France, designed to bring about a similar arrangement, are being energetically pushed and favorable result is hoped for.

## September Best Meat Trade Month This Year

From a business standpoint, the meat trade during September was more satisfactory, on the whole, than during August, and, in the opinion of some observers, more satisfactory than at any time this season. This was in despite of the fact that product prices still are out of parity in many instances with the price of live animals, especially in the case of pork, as was pointed out by the Institute of American Meat Packers in its monthly review. The demand for beef, particularly the better grades, was regarded in many quarters as the best of the year. Pork and lard were in good demand both at home and abroad. The Institute review sums up the situation in part as follows:

This better demand for both beef and pork was reflected in higher values in the livestock market, beef cattle reaching a new top price of \$12.25 near the close of the month and hogs advancing from \$1.00 to \$1.25 per 100 pounds, as compared with prices at the close of August.

A shortage of refrigerator cars retarded but has not yet seriously affected the distribution of meats.

### Pork Business Looks Up.

The export trade with England and the Continent was much more satisfactory than it was during August. There was a broad demand for both meats and lard, and some purchases for future delivery even beyond January.

Germany bought lard in larger quantities than has been the case for several months, and also bought some fat backs. Holland also was in the market for fat backs.

The trade with England in dry salt meats was fairly good. Toward the end of the month many inquiries were received for sweet pickled hams and picnics, and some sales were made. Some provision experts feel that the English are waiting for further declines but that they will have to buy soon in larger volume, since stocks abroad, both of lard and of meats, are relatively light.

The domestic trade in fresh pork and lard was very satisfactory from a distributive standpoint. Consumption increased and receipts of hogs decreased, as is customary at this time of the year. As a result, fresh pork was in strong demand, with the supply relatively short. This was particularly true of loins, about which demand centered.

Heavy loins continued to sell at a substantial discount as compared with the

lighter loins, but the price of all weights advanced somewhat.

The trade in lard was active enough to deplete stocks considerably. Even so, the price of lard advanced little, remaining only slightly above the top prices paid for hogs.

In some quarters a tendency was noted toward an increased demand for sausage and other less expensive parts such as trimmings, fat backs, etc.

Improvement in the demand for dry salt meats, particularly in the South, was a feature of the month's trade.

The demand for bacon was unusually good and prices increased slightly. Picnics also showed a slight advance in price.

Although the consumption of hams increased, wholesale prices remained steady throughout the month.

Receipts of live hogs did not change greatly, as compared with August, but prices advanced substantially. Spring pigs are coming to market in increasing numbers from day to day.

### Beef Demand Shows Gain.

Receipts of cattle were slightly affected by the holiday early in the month, but increased during the last two weeks. The market as a whole was stronger with good grades showing large gains.

The demand for well-finished medium and heavy weight steers was good, with comparatively few on hand.

During the last part of the month, the prices of the less desirable grades of native cattle were affected by heavy receipts of range animals, which increased the already wide spread between the better and poorer grades.

The better grades of beef were in strong demand. This was especially true of beef from heavier animals such as is used in the hotel and restaurant trade. The demand for beef from Texas and grass fed cattle was not so good and the price difference between this beef from corn-fed cattle increased. Prices as a whole, however, advanced slightly during the month.

The hide market has continued active with stronger prices prevailing. Stocks are sold up closely to production.

Receipts were light early in the month, but reached a new high point for the year during the last two weeks. However, they were still considerably lower than is customary at this season of the year.

The market was weak at the start, but recovered and showed steady gains in the face of somewhat heavier receipts.

Shippers and butchers were very active, with a strong market in the East during the middle of the month.

The wool market was strong, and trading was brisk. Stocks are comparatively lower.



# What they say about "The Packers' Encyclopedia"

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Mr. Paul I. Aldrich, Editor and Manager,  
The National Provisioner,  
Old Colony Building,  
Chicago, Illinois.

Dear Mr. Aldrich:-

Having read my copy of the Packers' Encyclopedia from cover to cover I hasten to congratulate you and your collaborators upon what will be accepted as a splendid contribution to this great industry. The work is a masterpiece. Every packer should be proud to make this book available to his superintendents, foremen and ambitious employees.

Much of the scientific and practical information so admirably covered in Part I has heretofore been available only in the minds of the men who have come up through the school of experience. Now it is assembled in understandable form and will go down to future generations as a permanent record of the achievements of those who have made this industry great.

The statistics covered by Part II include data heretofore unobtainable except at a considerable expenditure of time and money. These should prove more and more valuable as time passes.

In the Trade Directory included in Part III you have assembled the most complete and authentic lists ever made available to us. This will serve a constantly growing demand for lists of this character.

This work has required hard labor, scrupulous care and rare judgment in matters pertaining to its scope. The finished product is a thing worth while.

Yours very truly,

*C. B. Heinemann*  
Vice President.

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## TRADE GLENANIGS

The New South Packing Co., Middlesboro, Ky., has increased its capital to \$20,000.

The Reilly Land & Livestock Co., Bend, Ore., has been incorporated with a capital of \$400,000.

Siewart & Edwards, Wisconsin Rapids, Wis., sustained a loss to their stocks by fire recently.

The Portsmouth Provision Co., Portsmouth, O., will shortly open for active operations.

Sidney Siegel's packing plant, 1141 West 47th street, New York, was damaged by fire recently.

The A. J. Kney Co., 703 Aliso street, Los Angeles, Cal., recently sustained a loss to their meat packing plant by fire.

The City Dressed Beef Co., Lafayette and Dodge streets, Sioux City, Ia., sustained a loss by fire a short time ago.

The Connersville Packing Co., Connersville, Ind., has been incorporated with a capital of \$25,000 by Earl M. Wise and others.

The California Chemical Co., C street and Bay View avenue, Los Angeles, Cal., will erect a new soap factory in the near future.

The Minter City Oil Mill Co., Minter City, Miss., has been incorporated with a capital of \$30,000 by M. F. Sturdivant and others.

The Cudahy Packing Co. opened a new branch house at 33 Walnut street, Aurora, Ill., and at 322 Lee street, Montgomery, Alabama.

The Acme Packing Co. has bought a site at 839 West 22nd street, Chicago, and will make improvements in the near future to cost about \$75,000.

The National Meat Retailers' Association, Newark, N. J., has been incorporated with a capital of \$50,000 by Henry Lichtman of Easton, Pa., and others.

The East St. Louis Packing Co., Second street and Lynch avenue, East St. Louis, Ill., recently sustained a considerable loss to their smokehouse by fire, but operations were not stopped.

### BOOSTS MEAT AND HOME TOWN.

Kingan & Co. have just sent out to their customers and friends, with their compliments, one of the most attractive souvenir booklets to aid the cause of meat and meat products, that have been published in a long time. The booklet is of a pocket size printed in a dignified style as a souvenir of Indianapolis, the home

town of the company. It is a book of views of the city with illustrations of the various well-known products of Kingan & Co. at the bottom of each page under the picture of some one of the sights of Indianapolis.

In the middle of the booklet there is a two-page panoramic view of the Kingan plant at Indianapolis, with a very interesting statement of the relation of the packer to the farmer and the stock raiser and his relation to the consumer.

Of importance to those who are interested in the various attempts to spread the consumption of meat, is the preface or introduction, which is headed "Facts About Meat," and is so appropriate that it is given in full as follows:

Meat is by far the most important single item in the diet, which fact has been recognized by mankind generally from time immemorial. His daily menu has been built around meat as the central item.

Meat proteins have a superior nutritive value because they more closely resemble the tissues which are to be nourished than do other proteins, and can be transformed with less loss.

Vitamines which are necessary for normal growth and development are present in meat and its accompanying fats and organs in sufficient quantity for nutritional requirements.

Meat is unusually rich in phosphorus and iron.

In the light of modern knowledge, it can be said that there is no disease which is recognized as due to meat.

Meat in the diet has a value in connection with the development of the teeth. Children reared on soft foods which require little mastication often suffer from lack of development of the jaw bones and their alveolar processes, so that the teeth come through crowded, projecting or crooked.

Meat is one of the most important articles of the daily diet as a blood builder.

Fresh meat cures anemia, scurvy and pellagra. Besides having these curative properties, meat safeguards the health of the healthy.

So far as known, taking meat even in large excess is not harmful.

Meat contributes more to the palatability of the diet than does any other kind of food.

Meat is 97% digestible.

Among the several classes of nutrients, proteins hold a position of commanding importance, and meat is especially a protein food.

Meat has a capacity to stimulate the vital processes, resulting in a feeling of vigor and physical well-being.

### INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

**Lard Substitute Rates.**—No. 14199, Armour & Co., Chicago, vs. director general, as agent. Unjust and unreasonable rates on lard substitute from Chattanooga, Tenn., to Charlottesville, Va. Asks reparation.

**Fertilizer Rates Too High.**—No. 14200, Armour Fertilizer Works, Chicago, vs. director general, as agent. Unjust and unreasonable rates on dried blood from North Fort Worth, Tex., to Atlanta, Ga. Asks reparation.

**Rates on Tankage Unjust.**—No. 14205, Darling & Co., Chicago, vs. director general, as agent. Unjust, unreasonable and unlawful rates, in violation of section 4, on tankage from Chicago to Knapp, La. Asks reparation.

**Frozen Lamb Rates from Australia.**—No. 14212, Armour & Co., Chicago, vs. Pennsylvania. Unjust and unreasonable rates on frozen lambs from Australia to Jersey City, N. J., and from Jersey City to Europe. Asks cease and desist order, just and reasonable rates and reparation.

### Figuring Sausage Costs

Extra copies of the "STUDY OF SAUSAGE COSTS" which appeared in the August 19th issue of THE NATIONAL PROVISIONER may be obtained upon application to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

If you did not read this analysis of the proper method of keeping track of your sausage costs, you should get a copy of this report at once and study it. Single copies may be had free of charge, as long as they last.

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Save it by boiling down in a Swenson Evaporator. The fertilizer recovered will pay for the machinery required during the first year and after that net big profits on every tank discharged.

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Packing Company, St. Louis, Mo.; J. C. Doid, Jacob  
Doid Packing Co., Buffalo, N. Y.; John J. Fellin, J. J.  
Fellin & Co., Inc., Philadelphia, Pa.; Edward Morris,  
Morris & Company, Chicago, Ill.

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cago; H. L. Harris, Pacific Coast Borax Company,  
New York City.

## Selling Cottonseed Oil

With the passing of the permanent tariff  
on vegetable oils a situation has arisen  
which may well repay careful study on the  
part of the cottonseed crushers of the  
country.

Regarding the desirability of a tariff on  
cottonseed oil there have been two main  
lines of opinion. One group, including a  
considerable number of crushers, was in  
favor of a high tariff in order to insure  
protection. Another group felt that a tariff  
was unwise because it would affect the  
foreign market for cottonseed oil unfavor-  
ably as an outlet for our large surplus  
production.

However views may have diverged in  
the past, the fact seems to be, according to  
leading exporters, that in the near future  
there is not going to be any great outlet  
in Europe, and therefore the normal surplus  
will have to be taken care of in the United  
States itself.

That something must be done at once  
to assure this outlet for cottonseed oil is  
pointed out by President A. G. Kahn of  
the Interstate Cottonseed Crushers Asso-  
ciation in a recent letter to the members.  
President Kahn quotes representatives of  
the milk producers and dairy interests,  
who are urging that there is at present  
"plenty of opportunity in the soap business  
for cottonseed oil." This is an effort to  
drive cottonseed and other vegetable oils  
"out of the channels of food consumption  
back into the soap kettle."

There is but one solution to this prob-  
lem. On the one hand the foreign outlet  
for surplus supplies has been lessened.  
On the other hand there is an attempt to  
cut down even the domestic market by  
such efforts as those mentioned above. To  
meet this situation there must be inaugu-  
rated, as a contemporary agrees, a cam-  
paign of education. The consumer will be  
told of the facts regarding the merits and  
uses of cottonseed oil. There are plans  
already under foot by the Interstate Cot-  
tonseed Crushers Association to develop  
on a national scale a correct feeling among  
consumers of the importance of cottonseed  
oils, and if enthusiastically carried on,  
success is to be confidently expected.

## Retailer Versus Consumer

In the everlasting problem of getting  
meat into the hands of the consumer, some  
consumers take the attitude that the re-  
tailer is either charging more than he  
ought for his services, or he is grossly in-  
efficient. On the other hand retailers as-  
sert that the consumer acts as if livestock  
were all round steak or all pork chops.  
What is the truth in all this confusion of  
thought?

The fact is that there is no doubt of  
the inefficiency of many retailers. Dr.  
Alonzo E. Taylor of the Food Research  
Institute of Leland Stanford University,  
California, in a recent letter in THE NA-  
TIONAL PROVISIONER, pointed out that  
one of the factors in the decline in meat  
consumption in the United States was in-  
efficient retail merchandising.

While many retailers are poor business  
men, as they themselves admit, the picture  
of the retailer drawn by a recent writer  
in The Breeders' Gazette is not quite ac-  
curate. The retailer is not altogether ob-  
solete, personalized and sentimentalized in  
his meat market management.

But at the same time there are changes  
that many think desirable in retailing  
methods. Regarding these several au-  
thorities have proposed that there are  
some reforms that can be put into ef-  
fect in order to make meat retailing up-  
to-date in its merchandising. These pro-  
posed reforms include the keeping of bet-  
ter records so that he may know what  
it costs him to do business, and take ad-  
vantage of the newest sales methods that  
are being worked out. In this he has now  
the co-operation of the local meat councils  
and the National Association of Meat  
Councils in a most effective way.

The salvation of the retail meat trade  
from the view of economy in distribution  
is believed by many to lie with the pres-  
ent retailers, and not necessarily with  
any new form of larger unit. While abso-  
lutely conclusive figures are not yet avail-  
able, it is fairly clear that although in  
some cases a reduction in the number of  
retailers in certain places might result in  
a reduction of costs of distribution, it is  
not a safe generalization.

Despite the conclusions of a writer in  
a contemporary magazine, who summed  
up the results of observation in a limited  
field with skill, the fact is that the larger  
the store the higher the costs in the meat  
field, because of greater service demanded  
by the consumer and other factors. The  
intermediate-sized stores often have less  
costs than the very small ones, but there  
is a point where size cannot increase with-  
out increasing selling costs. At the same  
time with careful management there is  
no reason why many of the problems of  
meat retailing cannot be successfully met  
by chain stores as well as by smaller meat  
markets. But that is something on which  
experience alone can tell.

The job ahead at the present time for  
retailers of meat is to co-operate with  
packers in the meat council organizations  
over the country, and to adopt the new  
retail accounting methods and other mea-  
sures which seem to them to promote effi-  
ciency.



## PRACTICAL POINTS FOR THE TRADE

### DRY OR SUMMER SAUSAGE.

This is the third of a series of articles on the making of dry sausage—or as it is commonly known, summer sausage. These articles are intended to supplement the information given on this subject in "The Packers' Encyclopedia."

The reader interested in "studying up" on this wonderfully promising field of sausage-making should first read the chapter on the manufacture of sausage in "The Packers' Encyclopedia," and follow it with these articles, which began in the September 23 issue of THE NATIONAL PROVISIONER.

Formulas and operating directions already have been given on this page in response to inquiries for Milano salami, Geneva salami, Sorrento salami, peperoni and Mortadella sausage. Another inquirer asked for directions for making Cappellica sausage, which are here given:

#### Cappellica.

For this product use 100 lbs. dry-cured boneless pork ham butts, closely trimmed. For spices use 1 lb. 8 oz. cayenne pepper and 2 oz. fennel seed.

Be sure the ham butts are fully cured, but not too long in cure. Remove from curing tierces and put in a vat or box truck and wash off with clean water at natural temperatures. Then place on the bench.

The following spice mixture is used by some concerns to rub on the outside of each individual ham butt before putting in container: 4 lb. 8 oz. salt, 12 oz. sugar, 4 oz. nitrate of soda or saltpeter, 1 lb. 8 oz. ground red pepper pods, 1 lb. 8 oz. pimentos; enough plain pickle to moisten; approximately 2 gallons.

Rub each piece in the above solution of spices and brine and when this has been done stuff in beef bungs cut 8 in. long, using only one butt in each bung. If possible avoid putting several small pieces in one casing. Use a 4-inch wooden skewer on end of casing. Then tie with string, forming a loop hanger around end of casing and just under the wooden skewer,

and the skewer is to be clipped off as short as possible.

Puncture casings thoroughly, as there is always great danger of air pockets between meat and casings when stuffing this product.

If you have an overhead trolley system hang the product on a sausage cage, properly spread so that the pieces do not touch, and when the cage is filled to capacity rinse the product off with warm water. Allow to hang in natural temperatures for a few hours if possible, so that the casings will dry off and not create too much condensation in the smokehouse.

This product is not smoked with either wood nor hardwood sawdust, but the house

### Making Sausage

Sausage-makers, small or large, are invited to use this department of THE NATIONAL PROVISIONER in obtaining information concerning the formulas, methods or details of operation. Questions will be answered promptly and in as full detail as possible. General articles on the subject of sausage-making also will be published from time to time.

Address your inquiries, suggestions or criticisms to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

must be equipped with gas or steam coils on the sides and ends. Product is carried in the house under dry, hot temperatures only; the first twelve hours at a temperature of about 110° Fahr. When the casings dry off thoroughly, gradually raise temperature to 120°, and carry at this temperature until product is thoroughly dry and the desired color obtained.

Then deliver to the summer sausage dry room and remove from trucks to hanging sections and allow to hang in dry room, where product will get good air circulation, as there is no danger of wrinkling or shriveling. There is, however, great danger of skipper flies in warm weather.

Watch the product carefully the first few days in the dry room. If air pockets begin to show, puncture with a wooden skewer. Casings will show a white color where air pockets appear.

After hanging about one week wrap with twine all around casing and for the entire length have the strings as tightly wrapped and as close together as possible.

Then carry in dry room temperatures until shipped. If the product is carried until fully dried, the strings will become loosened from the shrinkage of the product in the drying process, and will have to be rewrapped before packing for shipment so that the product will present a neat appearance.

[Additional dry sausage formulas and information will appear on this page next week.]

### SLAUGHTERHOUSE SEWAGE.

One of the problems of the small packer is his sewage, particularly if he is in a small town, or does not have a modern plant. Here is a typical illustration, contained in the inquiry of a man planning to start a small plant in a small town which is without a sewer system. He says:

Editor The National Provisioner:

I am contemplating starting a packing and slaughterhouse and have no drain for my building that is satisfactory, and have almost decided on a cesspool or septic tank, and would like information on the size and how to build same.

There will probably be about ten barrels of water per day and will be no slaughtering to be dumped into it, but will probably be some blood and grease and hair and other refuse to slip by. But I intend to screen or strain everything as it goes in; of course, there will be some go by.

Will a septic tank take care of this, and what size?

If all the slaughtering were done in the building and all blood and hair dumped into the septic tank, would it take care of it, and what size?

We have no drain tile to run into at all and cannot put one in as there is no sewer outlet for this town. Could the septic tank be used without a tile drain? An early reply will be greatly appreciated.

In answering these questions THE NATIONAL PROVISIONER has the word of a packinghouse sewage expert for the statement that the two septic systems, the Imhoff and the Emscher, have proven to be failures in handling packinghouse trade waste and a packer is simply throwing his money away in putting in a septic tank.

If this packer is only going to have around ten barrels of water, with no slaughtering dumped into it, we would suggest that he install a small screen of about 40 mesh. He can put it in his outlet on a 45-degree angle, and this will prevent coagulated blood and hair from passing through. It will not stop grease from passing through, however.

This screen should be made of copper and should be 40 mesh to the inch. It can be purchased in any hardware store.

It is also suggested that this packer buy a modern catch basin which would cost very little and can be installed in the lower part of the slaughter house. This basin will catch the grease and blood and will pay for itself within 90 days.

[This subject will be discussed by the leading packinghouse sewage expert of the industry at the Packers' Convention at Chicago on October 9-11. A full report of his paper and the discussion will appear in the Official Packers' Convention Number of THE NATIONAL PROVISIONER on October 14.]

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces.  
pork and beef by the barrel or tierce and hogs by the hundredweight.

### Hogs Weakened — Product Easier — Demand Less Energetic — Shipments Fair — Exports Moderate.

The developments of the past week in the provision market have shown a considerable weakening in the price of hogs. Prices have declined from the high level about \$1 a hundred, and the situation is somewhat mixed as to whether the decline is likely to continue, or whether there is a chance for a quick reaction again a little later in the season. The point is made, that normally at this season of the year there is a downward tendency in the hog market, and last year it was conspicuous in the downward movement. The high price of September of \$10.80 for top hogs was made only about a week ago, and with the market off sharply in a little over a week it has not had much effect, although there is some question as to whether this decline would be reflected into the lard and meat market.

The lard market has been holding very steady on the October, due it is claimed to technical conditions, while the January has shown a tendency toward an easier basis but proportionately no more than the October. Opinions as expressed in the trade seem to indicate some question of doubt in the minds of packers and dealers whether product will be maintained if hogs continue to show a weakening tendency.

The receipts of hogs at the six leading points last week were 381,000, against 315,000 last year, and the average price of hogs this week has declined to around 9c compared with about 7½c a year ago. It was later in the season last year that the low price for the season was made.

### Livestock Movement Comparisons.

The movement of livestock during September was about the same as last year, total Chicago receipts amounting to 20,862 cars, against 20,810 cars a year ago. The average weight of cattle during September was 997 lbs., against 1,004 lbs. in August, and 990 lbs. last year. The average weight of hogs was 5 lbs. lighter than in August, and 2 lbs. heavier than last year. During the first nine months of the year the total receipts at the stockyards have been of all

kinds 197,434 cars, compared with 196,445 cars last year, and 196,041 cars in 1920.

This uniformity of movement for the nine months is quite an unusual condition. Shipments have been pretty liberal, so that at times it has been somewhat of a competition to maintain the supplies for the local packers.

### Cold Storage Report Analysis.

The monthly cold storage report was quite interesting in the analysis showing the following comparisons; in thousands (000 omitted):

	Aug. 1, 1922.	Five-year average Sept. 1, 1921.	Sept. 1, 1922.	Sept. 1, 1921.
Beef products.....	47,030	140,144	67,333	48,225
Pork products.....	683,451	703,753	623,966	619,982
Mutton.....	3,308	6,301	5,902	3,370
Misc. meats.....	54,734	75,735	79,778	55,777
Total meats.....	788,524	925,893	776,985	727,355
Lard.....	145,083	128,089	149,885	118,272
Cheese, lbs.....	57,763	80,003	82,903	66,795
Frozen poultry, lbs.	30,658	30,688	20,064	27,666

The amount of lard produced in August this year was 110,161,000 lbs., against 97,904,000 lbs. last year, and for two months the amount of lard produced was 233,000,000 lbs., against 213,000,000 lbs. a year ago. The present stocks of lard are only 5,000,000 lbs. less than the average at this time of the year, and the decrease from the August 1 stocks has been about 25,000,000 lbs., while the average decrease for the past five years from August 1 to September 1 has been 17,000,000 lbs. The production seems to be a little larger and the distribution a little more active than usual.

### The Pork Exports Fall Off.

The exports of hog products the past week showed quite a sharp falling off from the preceding week last year, the total shipment being 10,026,000 lbs., against 20,041,000 lbs. last week, and 20,406,000 lbs. a year ago. The exports of meats were 13,711,000 lbs., against 14,069,000 lbs. the previous week, and 15,565,000 lbs. a year ago. A factor which is entering into the export movement to some extent is the transportation conditions. This has not affected the movement of animal products in as serious, or in the same serious way that it has affected the distribution of grain, but it is a considerable handicap. This may be the reason for the decline

in the rate of exports, as well as the extraordinary effect of the exchange. The drop in German exchange to new low records simply intensifies the difficulty in doing business in marks. The exports the past week, however, included 4,000,000 lbs. of lard to Germany, out of the 10,000,000 lbs. shipped, and the total exports to the Continent were about 7,000,000 lbs. out of the grand total.

The movement of product from Western points during the past week to some extent reflects the difficulty of rail shipments. The shipments of cut meats were about 8,000,000 lbs. less than last year, and the shipment of lard about 2,000,000 lbs. less. These shipments have been on a considerably smaller scale than last year for some time.

In regard to the export movement, the official report of the shipment for eight months this year compared with 8 months a year ago, makes the total of lard 498,580,000 lbs., compared with 590,918,000 lbs. a year ago, hams and shoulders 195,538,000 lbs., an increase of 24,727,000 lbs., and bacon 216,884,000 lbs., a decrease of 93,144,000 lbs. Therefore the total movement of lard and meats shows a net decrease for the 8 months of 160,735,000 lbs. compared with last year.

PORK—The market was quiet but steady with mess at New York \$26@27, family \$28@29, short clears \$22.50@28.50. At Chicago mess pork was \$25.

LARD—Demand, domestic and export, was fair to good with stocks decreasing rapidly. Prime western New York 12.20@12.30, middle western 11.90@12c, city 11½@12c, refined to the continent 12.85c, South American 13.10c, Brazil kegs 14.10c, compound in car-lots 10½@11c. At Chicago regular lard in round lots was quoted at 5 over Oct., loose lard Oct. price, and leaf lard 11@11½c.

BEEF—The market was quiet with demand limited owing to warm weather. At New York mess was quoted at \$11.50@12.50, packet \$12@13, family \$14@15, and extra India mess \$23@24.

SEE PAGE 39 FOR LATER MARKETS.

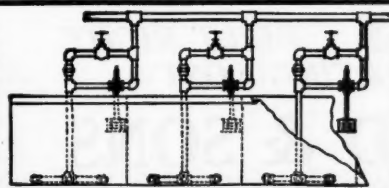


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## Packinghouse By-Products Markets

### Blood.

Chicago, October 5, 1922.

The market in blood is more active and prices have advanced during the past week. Packers realized as high as \$4.50 on ground blood. The outlook seems to be for continued interest:

	Unit ammonia.
Ground .....	\$4.60@4.75
Crushed and unground.....	\$4.35@4.50
	4.10@4.25

### Digester Hog Tankage Materials.

There has been more activity in digester and there have been sales as high as \$4.75 Chicago for deferred deliveries as far as April of next year.

	Unit ammonia.
Ground, 11½ to 12% ammonia.....	\$4.60@4.75
Unground, 10 to 11% ammonia.....	4.40@4.60
Unground, 7 to 9% ammonia.....	4.15@4.30

### Fertilizer Tankage Materials.

The market for fertilizer tankage is still rather quiet, though there has been more activity than past week. Prices are all a little higher.

	Unit ammonia.
High grade, ground, 10-11% ammonia.....	\$3.85@4.00
Lower grade, ground, 6-9% ammonia.....	3.40@3.75
High grade, unground.....	3.50@3.65
Medium grade, unground.....	3.25@3.40
Low grade and country rend., unground.....	2.85@3.15
Hoof meal .....	3.35@3.50
Liquid stick .....	2.75@3.00
Hair tankage, dry, unground.....	2.75@3.00

### Bone Meals.

There has been a slump in bone meals. One of the causes is the drought out West which resulted in a decreased demand from the farmers and a consequent lack of interest on the part of manufacturers.

	Per ton.
Raw bone meal.....	\$36.00@38.00
Steamed, ground .....	24.00@26.00
Steamed, unground .....	18.00@20.00
Grinding hoofs, pigs' tees, dry.....	35.00@37.00

### Cracklings.

Cracklings are strong, especially pork cracklings, which are quoted at \$80 and even at \$85 by some holders.

	Per ton.
Pork, according to grease and quality.....	\$75.00@80.00
Beef, according to grease and quality.....	60.00@70.00

### Glue and Gelatin Stock.

Jaws, skulls and knuckles are quoted at \$35 to \$37, an advance of about \$2 in the past week. Sinews and pizzels are quiet, with \$22 being asked and buyers' views going only as high as \$21.

	Per ton.
Calf stock .....	\$28.00@30.00
Edible pig skin strips.....	75.00@80.00
Rejected manufacturing bones.....	45.00@55.00
Horn piths .....	38.00@40.00
Cattle jaws, skulls and knuckles.....	35.00@37.00
Junk and hotel kitchen bones.....	24.00@26.00
Hog, calf and sheep bones.....	28.00@32.00
Sinews, pizzels and hide trimmings.....	19.00@21.00

### Mfg. Bones, Horns and Hoofs.

This market continues steady for the most part, the only change being an advance in hoofs, black and striped, to \$45 to \$50 per ton.

	Per ton.
No. 1 horns.....	\$235.00@255.00
No. 2 horns.....	175.00@225.00
No. 3 horns.....	100.00@150.00
Culls .....	35.00@40.00
Hoofs, black and striped.....	45.00@50.00
Hoofs, white .....	70.00@80.00
Round shin bones, unassorted, heavies.....	60.00@65.00
Round shin bones, unassorted, lights.....	50.00@55.00
Flat shin bones, unassorted, heavies.....	55.00@60.00
Flat shin bones, unassorted, lights.....	45.00@50.00
Thigh bones, unassorted, heavies.....	60.00@65.00
Thigh bones, unassorted, lights.....	45.00@50.00

### Hog Hair.

Demand for hog hair has been good again this week. Winter coil dried has been quoted at 3c for production points and 5c for processed, and in general the market is a little stronger than it was last week. Packers are resuming operations since values make it worth while again, but there is not much stock around as yet.

### Pig Skin Strips.

The market during the past week has been mostly a nominal one with little trading. It is, however, a bit stronger. No. 1 tanner stock priced this week at 6c per lb., with No. 2's and 3's going for gelatin purposes, if government inspected and frozen, at around 4¼@4½c lb.

### EASTERN FERTILIZER MARKETS.

New York, October 4, 1922.

During the past week tankage took a decided slump and sales were made at \$4.00 and 10c for material which had to be removed immediately. The fertilizer buyers took very little interest in purchasing. Some material was sold for feeding purposes.

The demand for bone meals is light and some re-sale lots have been placed on the market at prices a little under the market.

Nitrate of soda is steady and the United States Government received bids on 26,000 tons last week which ranged in price from \$42.00 to \$46.00 f. o. b. Dover, N. J. None of the fertilizer buyers were successful in bidding.

How should a refrigerator car be prepared and chilled before loading beef? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

### GOOD OUTLOOK FOR MEAT PACKING.

Expect Continued Strength in Pork and Lard.

(Special Letter to The National Provisioner from Charles Sincere & Co.)

Chicago, October 4, 1922.

Hogs will probably settle down to an 8½c basis very soon and top hogs close to 9c next week. The paying of fancy prices for light hogs over the heavier grades as happened this year benefits no one except the retailer. Light pork loins from high-priced hogs cost 8 to 10c a pound more than the heavy ones.

The retailer uses a few light loins in with the heavy ones, charging high prices, with the result that neither packer nor consumer get any benefit from the cheaper grade of hogs. It seems as though there should be some method established whereby the spread in live hogs would be kept on a narrower basis.

Chicago, Omaha, St. Joseph, Milwaukee, St. Louis and East St. Louis on October 1 had 47,903,758 pounds of lard, against 83,320,215 thirty days ago and 75,365,328 two years ago. The present lard supply is about six and one-half million pounds less than on October 1 for 6 previous years.

The trade in fresh and cured hog products is reported to be good. The stocks of dry salt meats are 50,000,000 pounds less than the six year average. This speaks well for home consumption, when one considers the exports of lard from November 1, 1921, to date decreased 232,872,284 pounds, and the stocks of hams and bacons during the same period show a decrease of 72,674,620 pounds.

Shortage cannot be laid to light hog supply, for in twenty markets there were received so far this year 24,182,000 hogs, as against 24,181,000 in 1921 for the same period, and the average weight of hogs last week was 24 pounds heavier than the past ten-year average.

### Home Consumption Startling.

Now that the labor trouble has been adjusted and labor is fully employed again at good wages, a prosperous situation ahead can be looked for in the packing business. If the last year's increase in home consumption is anything to go by, with cattle selling at \$12.45, as it did this week, and lambs around 15c, we may not get hogs down to 7c this winter even during the heavy hog receipts. We look upon the home consumption as rather startling, and there would not need to be much of an increase in foreign demand to keep hogs firm all winter.

Lard shows strength. We think lard is the cheapest food commodity today in the market, and there is no doubt but that lard will sell higher. There is only one step from lard to butter. In Europe lard is really a standing substitute for butter. Butter is retailing over 50c a pound, and shortly it will probably be selling at 60c a pound.

Bakers have gone back to lard owing to its cheapness, and it will be hard to get them to change again. We anticipate that there will not be a pound of lard in the surpluses in the next thirty days. From now on we are through with lard making hogs until the winter packing season sets in.

Heavy sows are about all cleaned up. We would not be surprised to see October lard sell over 12c, and January is surely worth 10c a pound based on present conditions.

### NEW YORK LARD EXPORTS.

Exports of lard and greases from New York from September 1 to September 30, 1922, according to unofficial reports, were as follows: Lard, 37,066,997 lbs.; tallow, 284,000 lbs.; greases, 2,482,400 lbs., and stearine, 357,200 lbs.

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# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—A stronger tone developed in tallow, with a better consuming demand from soap manufacturers, and prices advanced  $\frac{1}{4}$ c from the recent levels, with a fair trade of late in city specials and sales of city extra at 7c. Offerings were somewhat lighter and sentiment, broadly speaking, showed decided improvement. Apparently the surplus that had been pressing on the market for some time has been absorbed, and the market has worked itself into a position where it is apt to respond to demand, as values cannot be considered excessive. At Liverpool the undertone was firmer, and while Australian choice was unchanged at 39s 6d, good mixed advanced 6 pence during the week to 37s 3d. At London auction 1,965 casks offered and 875 sold, prices unchanged. At New York prime city was  $5\frac{1}{4}$ c nominal, special loose  $6\frac{1}{4}$ c nominal, extra at 7c, and edible  $8\frac{1}{2}$ c nominal. At Chicago packers' No. 1 was quoted at  $6\frac{1}{4}$ @ $6\frac{1}{2}$ c; packers' prime,  $7\frac{1}{4}$ @ $7\frac{1}{2}$ c, and edible,  $7\frac{1}{2}$ @8c.

**OLEO STEARINE.**—With demand somewhat better, and purchases by compound interests fair, stearine also worked into a stronger position, with offerings lighter and sentiment more friendly. There were reports of sales as high as  $9\frac{1}{4}$ c New York for oleo, which lacked confirmation, but nevertheless the market was quoted at  $9\frac{1}{4}$ @ $9\frac{1}{2}$ c nominal, and it was questionable whether or not much could be purchased at the outside figure. At Chicago oleo was quoted at  $9\frac{1}{4}$ @c.

SEE PAGE 39 FOR LATER MARKETS.

**OLEO OIL.**—The market was dull but steady with extra at New York  $10\frac{1}{2}$ c nominal, low grades 9c. At Chicago extra was  $10\frac{1}{2}$ @11c.

**LARD OIL.**—The market continued very steady with pure lard, but offerings were fair and demand rather moderate. At New York edible was quoted at \$1.10 per gallon, extra winter at 90c, extra at 84c, extra No. 1 at 78c, No. 1 at 75c, and No. 2 at 71c.

**NEATSFOOT OIL.**—Strength in raw materials makes for a firm undertone, although demand was quiet. At New York pure was quoted at  $97\frac{1}{2}$ @ $99$ c, extra at  $80\frac{1}{2}$ @82c, No. 1 at  $75\frac{1}{2}$ @77c, cold pressed at  $138\frac{1}{2}$ @1.50.

**GREASES.**—With a fair trade passing, the market again took on a firmer tone, led by firmness in the West and helped

somewhat by more moderate offerings. Strength elsewhere in the grease list, and a good demand for choice greases, was a factor. At New York yellow and choice house were  $5\frac{1}{2}$ @ $5\frac{3}{4}$ c nominal, brown at  $5\frac{1}{2}$ c, and white  $7\frac{3}{4}$ @ $8\frac{1}{4}$ c. At Chicago brown and house were  $5\frac{1}{4}$ @ $5\frac{1}{2}$ c, yellow  $5\frac{1}{4}$ @6c, and choice white  $7\frac{1}{4}$ @c.

### BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)

Liverpool, England, Sept. 23, 1922.

The market opened this week very quietly, American Wiltshires being especially slow, due to the drop in continental and home supplies. Cumberlands were inquired for on small arrivals. Bellies were in fair request at slightly reduced prices owing to fair arrivals. Backs and long clears were in short supply, but demand was not good owing to absence of postal facilities with Ireland. Squares and picnics were neglected. Lard improved in line with better cables from Chicago, and demand at the end of the week was good. Hams have been selling all the time, but at poor prices due to excessive stocks held here. But stocks must now be showing a decrease, and with prices low, hams look a better proposition for the trader.

### GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, October —. Quotations on green and sweet pickled meats f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8-10 lbs. avg.,  $16\frac{1}{4}$ @ $16\frac{1}{2}$ c; 10-12 lbs. avg.,  $16\frac{1}{4}$ @ $16\frac{1}{2}$ c; 12-14 lbs. avg.,  $16\frac{1}{4}$ @ $16\frac{1}{2}$ c; 14-16 lbs. avg.,  $16\frac{1}{4}$ @ $16\frac{1}{2}$ c; 16-18 lbs. avg.,  $16\frac{1}{4}$ @ $16\frac{1}{2}$ c; 18-20 lbs. avg.,  $16\frac{1}{4}$ @ $16\frac{1}{2}$ c. Sweet pickled, 8-10 lbs. avg.,  $16\frac{1}{2}$ @ $16\frac{3}{4}$ c; 10-12 lbs. avg.,  $16\frac{1}{2}$ @ $16\frac{3}{4}$ c; 12-14 lbs. avg.,  $16\frac{1}{2}$ @ $16\frac{3}{4}$ c; 14-16 lbs. avg.,  $16\frac{1}{2}$ @ $16\frac{3}{4}$ c; 16-18 lbs. avg.,  $16\frac{1}{2}$ @ $16\frac{3}{4}$ c; 18-20 lbs. avg.,  $16\frac{1}{2}$ @ $16\frac{3}{4}$ c.

Skinny Hams—14-16 lbs. avg.,  $17\frac{1}{4}$ c; 16-18 lbs. avg.,  $17\frac{1}{2}$ c; 18-20 lbs. avg.,  $17\frac{1}{2}$ c; 20-22 lbs. avg.,  $16\frac{1}{2}$ c; 22-24 lbs. avg.,  $16\frac{1}{2}$ c. Sweet pickled, 14-16 lbs. avg.,  $18\frac{1}{4}$ c; 16-18 lbs. avg.,  $18\frac{1}{4}$ c; 18-20 lbs. avg.,  $18\frac{1}{4}$ c; 20-22 lbs. avg.,  $17\frac{1}{2}$ c; 22-24 lbs. avg.,  $16\frac{1}{2}$ c.

Picnic Hams—4-6 lbs. avg.,  $12\frac{1}{2}$ c; 6-8 lbs. avg.,  $12\frac{1}{2}$ c; 8-10 lbs. avg.,  $10\frac{1}{2}$ c; 10-12 lbs. avg.,  $9\frac{1}{2}$ c. Sweet pickled, 4-6 lbs. avg.,  $12\frac{1}{2}$ c; 6-8 lbs. avg.,  $12\frac{1}{2}$ c; 8-10 lbs. avg.,  $10\frac{1}{2}$ c; 10-12 lbs. avg.,  $9\frac{1}{2}$ c.

Clear Bellies—6-8 lbs. avg., 24c; 8-10 lbs. avg., 23c; 10-12 lbs. avg., 20c; 12-14 lbs. avg., 19c; 14-16 lbs. avg., 18c. Sweet pickled, 6-8 lbs. avg.,  $23\frac{1}{2}$ c; 8-10 lbs. avg.,  $22\frac{1}{2}$ c; 10-12 lbs. avg., 20c; 12-14 lbs. avg., 19c; 14-16 lbs. avg., 18c.

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, October 4, 1922.—Wholesale prices on green and sweet pickled pork cuts: Pork loins,  $32\frac{1}{2}$ @ $34$ c; green hams, 8-10 lbs., 19c; 10-12 lbs., 18c; 12-14 lbs., 18c; green clear bellies, 8-10 lbs., 21c; 10-12 lbs., 19c; 12-14 lbs., 18c; green rib bellies, 10-12 lbs., 19c; 12-14 lbs.,  $18\frac{1}{2}$ c; sweet pickled clear bellies, 6-8 lbs., 22c; 8-10 lbs., 22c; 10-12 lbs., 19c; 12-14 lbs., 18c; sweet pickled rib bellies, 10-12 lbs., 19c; 12-14 lbs., 18c; sweet pickled hams, 8-10 lbs., 19c; 10-12 lbs., 18c; 12-14 lbs., 17c; dressed hogs,  $16\frac{1}{2}$ c; city steam lard,  $11\frac{1}{4}$ c; compound,  $11\frac{1}{2}$ @c.

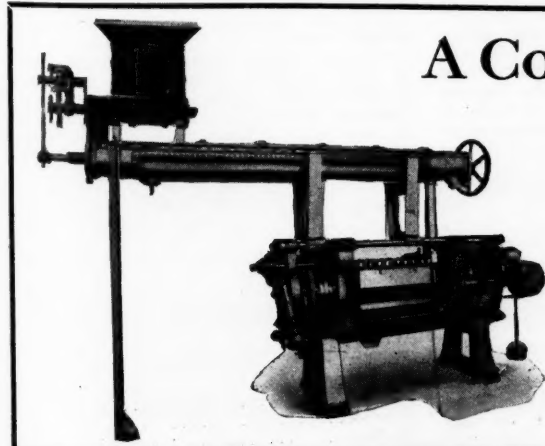
Western prices: Pork loins, 8-10 lbs.,  $29\frac{1}{2}$ @ $31$ c; 10-12 lbs., 28c; 12-14 lbs., 27c; 14-16 lbs., 26c; skinned shoulders,  $16\frac{1}{2}$ @ $17$ c; boneless butts, 23c; Boston butts,  $19\frac{1}{2}$ @ $20$ c; lean trimmings, 15c; regular trimmings,  $11\frac{1}{2}$ @ $12$ c; spareribs,  $14\frac{1}{2}$ @ $15$ c; neck ribs, 7c; kidneys, 6c; livers, 3c; pig tongues, 16c; pig tails, 12c.

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Sept. 23, 1922, with comparisons:

parisons:

PORK, BBLs.			
	Week ended Sept. 30, 1922.	Week ended Oct. 1, 1921.	Nov. 1, 1921, to Sept. 30, 1922.
United Kingdom....	240	.....	5,771
Continent.....	143	460	17,539
So. and Cent. Amer. ....	57	.....	1,427
West Indies.....	487	.....	10,688
B. N. A. Colonies.....	.....	.....	720
Other countries.....	.....	.....	1,590
Total.....	840	460	37,715
BACON AND HAMS, LBS.			
United Kingdom.....	10,807,000	6,961,500	365,808,100
Continent.....	1,775,000	7,077,500	111,220,200
So. and Cent. Amer. ....	.....	.....	1,238,471
West Indies.....	.....	.....	9,620,393
B. N. A. Colonies.....	.....	.....	191,500
Other countries.....	.....	.....	1,236,903
Total.....	12,582,000	14,039,000	489,315,577
LARD, LBS.			
United Kingdom.....	4,226,375	2,327,750	234,814,944
Continent.....	6,374,058	12,525,848	300,363,247
So. and Cent. Amer. ....	.....	.....	2,157,070
West Indies.....	.....	33,800	16,264,069
B. N. A. Colonies.....	.....	.....	174,000
Other countries.....	.....	.....	906,960
Total.....	10,600,433	14,887,398	554,679,126
RECAPITULATION OF THE WEEK'S EXPORTS.			
From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York.....	383	4,952,100	9,046,433
Boston.....	.....	565,000	156,000
Philadelphia.....	.....	.....	56,000
New Orleans.....	457	.....	.....
Montreal.....	.....	7,067,000	1,342,000
Total, week.....	840	12,582,100	10,600,433
Previous week.....	3,847	13,085,500	18,828,067
Two weeks ago.....	2,006	11,348,750	10,239,167
Cor. week, 1921.....	460	14,039,000	14,887,398
Comparative summary of aggregate exports, in lbs., from Nov. 1, 1921, to Sept. 30, 1922:			
1921 to 1922. 1920 to 1921. Decrease.			
Pork.....	7,543,000	9,092,000	1,549,000
Bacon and hams.....	487,315,577	573,446,787	84,121,210
Lard.....	534,670,420	701,838,960	237,159,249



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## PRODUCERS AND FOOD CONTROL OFFICIALS

### Square Deal Is Expected by Margarin Manufacturers

By J. S. Abbott, Secretary, Institute of Margarin Manufacturers, Washington, D. C.\*

Producers, those who sow and reap, manufacture and sell, expect food control officials to possess those qualifications that have been set down by all great thinkers as indispensable in all good public officers, and to enforce the laws which they are commissioned to enforce in harmony with such qualifications. The qualifications which William Penn said public officials should have are "ability, honesty, dispatch, patience and impartiality." His opinion is perhaps a good "composite" of the opinions of all great thinkers. "A ruler who appoints any man to an office, when there is in his dominions another man better qualified for it, sins against God and against the State," is a maxim of the Koran.

President Wilson once remarked rather humorously but philosophically, that all any man can do in the appointment of public officials is to appoint the best man he can find and then watch and see whether they grow, or just swell up. Officials selected with these considerations in mind will enforce the laws in harmony with the sound American doctrine of a square deal which was emphasized by that distinguished American citizen, Theodore Roosevelt.

He put that doctrine in the following language:

"In a Republic such as ours the only safety is to stand neither for nor against any man because he is rich or because he is poor, because he is engaged in one occupation or another, because he works with his brains, or because he works with his hands. We must treat each man on his worth and merit as a man. We must see that each is given a square deal because he is entitled to no more and should receive no less.

"We need to keep in mind that he is the worst enemy of this country who would strive to separate its people along the lines of section against section, of creed against creed, or of class against class."

#### Ability for Food Control Work.

On the matter of ability, food control officials entering upon their official duties are expected to grow rather than to just swell up. According to William Penn, "he that understands not his employment, whatever else he knows, must be unfit for it, and the public suffers by his inexperience." A food official once remarked in my hearing that he felt very incompetent in the performance of his duties. He had not had time to get more than a very superficial knowledge of the thousand and one different kinds of industries which he was commissioned to supervise. He was, he said, like a Georgia fish pond, covering the whole world and not knee deep anywhere.

It is a big job for anyone to learn what it is necessary for a food official to know about these numerous industries. The more he knows about them and about the men who are running them, the saner he will be in his evaluation of business men and the less bureaucratic he will be in his administration of the laws.

The growth of officials will be healthy and vigorous in proportion to the degree of co-operation between them and the trade as well as between each other. The

trade expects officials to meet it half way. When such co-operation gets under good headway it will soon be learned that officials are not the only citizens rendering a public service. The trade is rendering just about as valuable a public service as that which public officials in any capacity are rendering. Those who sow and reap, manufacture and sell, are just about as important units in a body politic as those who are employed by the State, especially so in this age of a very great division of labor.

#### What Food Officials Need.

It is not enough that food control officials know the composition of foodstuffs and the manufacturing processes used in their preparation for market and for consumption. It is not enough that they know the nomenclature, technical and current, used in their identification. It is not enough that they know the particular laws that they have to enforce. These requirements of them are matters of course.

There was a time, however, when a food official felt that he had performed his whole duty whenever he had driven a carload of adulterated foodstuffs out of his own State or district, regardless of how many American citizens in other jurisdictions were injured or defrauded in it. There was a time when an official who had discovered that a particular dairy was the source of a diphtheria epidemic would stop the sale of the milk in his own jurisdiction and consider it none of his business where such milk went or whose lives it endangered outside of his own bailiwick.

But a broader conception of his responsibility now obtains and a sane official knows that if he helps his neighbor official, to protect his neighbor's tribe, he may in turn receive help from his neighbor in the protection of his own tribe. A knowledge of the laws and of the difficulties and requirements of marketing foodstuffs throughout the length and breadth of our entire country is highly important to those who want to administer laws with the greatest good to the greatest number and with justice as well as with vigor.

The importance of such a knowledge of laws and regulations could be illustrated by almost any man in any industry in this country. You will of course excuse me for confining my illustrations to the oleomargarine industry, for the good reason that it is the only one in which I have had any practical and actual experience.

#### Laws on Oleomargarine.

There are many State and Federal laws relating to the manufacture and sale of oleomargarine. They would make a volume. And the regulations for their enforcement would make an encyclopedia. There is the Federal oleomargarine law, administered by the Bureau of Internal Revenue of the U. S. Treasury Department. There are several revenue laws relating to the levying and the collecting of taxes, affecting it and administered by the same Bureau. There is the Federal Meat Inspection Act, administered by the Bureau of Animal Industry of the U. S. Department of Agriculture. There is the Federal Food and Drugs Act, administered by the Bureau of Chemistry of the same Department.

There are the oleomargarine laws and the general food laws of each of the several States of the United States, with only a few exceptions, administered by food, dairy and drug officials. Some of these oleomargarine laws are actually administered by officials who are by law commissioned and directed to promote the

development of industries in competition with the oleomargarine industry.

More than 95 per cent of the oleomargarine manufactured is now packed in cartons. The labels of every one of these cartons have been approved by the Bureau of Internal Revenue. Every one that is used for packing oleomargarine containing any animal fat has been approved by the Bureau of Animal Industry and bears the legend, "U. S. Inspected and Passed by the Department of Agriculture," which means that every ingredient of the product as well as the buildings in which the product is made comes up to the requirements of the Federal Government.

If a margarin manufacturer does not do what either one of these government bureaus tells him to do, the Bureau can close up his factory without a trial by a judge or a jury. The Revenue Bureau requires of wholesale dealers in and manufacturers of oleomargarine a report of what amounts to a copy of the invoice of each and every shipment of oleomargarine manufactured or sold by them, that is, the name and address of the consignee and the quantity shipped.

#### Federal Government Control.

The Federal Government in other words controls the manufacturing and labeling of oleomargarine and follows it right down to the small retailer who is also under license and consequent rigid control. The Federal Government even requires manufacturers to report monthly the kinds and the quantities of the several ingredients used in making the product.

The Bureau of Internal Revenue has a regulation to the effect that no sign or device or word can be put on a shipping case of oleomargarine unless the word oleomargarine appears underneath it. We are not permitted to put the word oleomargarine above it, or to the left of it, or to the right of it. If we put the word oleomargarine underneath it, we are, under certain circumstances, required by the Bureau of Animal Industry to print other matter with it. By the time we comply with all of the regulations concerning it, it would be just about as visible as a black cat in a midnight storm.

Again, not a single pound of oleomargarine can be removed from a shipping case except, and until it is sold and ready to be delivered to the purchaser. The dealer will not put the whole case into a small refrigerator to protect the goods. He is not allowed to take out the unit carton packages as he does butter packages and put them into the ice box. So he either will not handle oleomargarine or he lets it stay out on the counter with the crackers.

(To be continued.)

#### AUGUST OLEOMARGARINE OUTPUT.

Official government reports just compiled of the output of oleomargarine for the month of August, 1922, as shown by revenue stamp sales, indicate that the production for that month was 326,900 pounds colored and 11,427,300 pounds uncolored, a total of 11,754,200 pounds. This is about 3,220,000 pounds less than the production for the preceding month and 61,000,000 pounds less than the same month a year ago. Official figures of oleomargarine production in the United States for the last 14 months are as follows:

	Pounds.
August, 1921 .....	17,803,478
September .....	17,722,708
October .....	21,496,948
November .....	17,565,416
December .....	19,411,203
January, 1921 .....	16,887,396
February .....	12,194,000
March .....	15,262,577
April .....	13,685,849
May .....	12,764,945
June .....	10,040,200
July .....	14,973,830
August .....	11,754,200

\*Address delivered before the Convention of the Association of American Dairy, Food and Drug Officials, Kansas City, October 4, 1922.



# VEGETABLE OILS

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Moderate—Undertone Strong—Sentiment Mixed—October Position Still the Feature—Crude Below Seed Levels—Seed Movements Below Normal—Government Reports Lacked Significance.

The cottonseed oil market on the New York Produce Exchange the past week was rather quiet, although a fair-sized trade was on, and the undertone continued very firm, notwithstanding active pressure on the distant positions credited to Southern refiners. The support, however, came largely from the larger professionals, and the situation continued one of the most peculiar ever witnessed by the oil trade. The underlying factors were decidedly strong, and selling pressure, as a whole, limited, and while the failure of prices to respond to the situation prevailing attracted considerable attention, this was more or less due to a lack of important speculative interest.

The selling of the distant months was largely credited to the October shorts who, it was figured, were endeavoring to dislodge some long October oil, and if such was the case, it proved ineffective, as very little October came out, and the offerings of the distant futures were readily absorbed. There is no question but what the larger refiners would like to see the future market sell off somewhat, to in-

crease selling pressure of seed and of crude oil in the South, but nevertheless, the larger interests see the possibilities of a very tight position, and therefore are not inclined to press the market at this time.

Naturally, there was some increase in seed purchases, at a level of from \$36.00 to \$38.00, country stations, or approximately \$38.50@41.00, delivered at the mill, but on the whole reports indicated that the movement of seed continued below normal, and at least at a basis that was far above the present levels of crude oil—in fact, at a level a cent a pound or more over prevailing crude prices. As a result, the volume of crude oil that came out was limited, and what crude was purchased did not produce any material hedging pressure in the future market, as the compound people found a ready demand for compound at levels of from 10½ to 11c, which made it very profitable to immediately sell compound as a hedge against the crude purchases.

### Shorts Have Little to Go On.

With compound above the crude level, seed above the running crude prices, futures below a profitable hedging basis with crude at 7c, and cash trade good, there was little to the short side of the market, with the exception of a belief that sooner or later crude and seed would come out in volume, and produce sufficient hedging pressure to check deliveries. In some

quarters there were predictions of 5c crude oil, which may or may not be realized later in the season, but which was far-fetched for the immediate future, with little oil available in the Southeast for immediate shipment on bids of 7c, with refiners bidding 6½c for October shipment crude, and with the extremely light visible stocks of oil in all positions.

Unquestionably the situation was one of strength, and to the foregoing could be added the crippled transportation conditions, and the premium at New York of a cent or more a pound for cash oil over October. It was extremely difficult to explain why the speculative element of the country, particularly of the South, who were aware of these conditions, refrained from taking hold, or in fact from supporting the market in any way.

### Lard Ruled a Bit Easier.

The lard market ruled slightly easier, under a liberal hog run, but lard stocks during September at Chicago decreased some 29,000,000 lbs., to around a total of 36,000,000 lbs., while lard continued at fully a cent premium over compound, and all compound makers reported practically capacity activity in the industry. The possibilities are that the September government report, to be issued the middle of this month, would show a large consumption and very small stocks, and to all the strengthening influences within the market itself, there was the tightness in Octo-

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ber, which continued to stand out as one of the leading factors.

The October interest remains quite large. It is contended that the leading shorts will deliver anywhere from 9,000 to 15,000 bbls. on contracts, and it was said that a large portion of this oil was on its way to New York. The leading longs are confident that the oil will not be delivered, and that the contracts will be evened up in the ring, and contend that it is a risky proposition to attempt to bring such a large amount of oil from the South to New York under present transportation conditions. The conservative element believe that 8,000 to 10,000 bbls. will be delivered, but cannot see the logic of delivering oil with the premiums that prevail for the cash article, and consequently emphatically state that the longs will readily take in every barrel that is brought here for delivery.

### Three Million Barrel Crush.

The ginning report, showing 3,883,000 bales ginned to October 1, against 2,920,000 last year, and 2,250,000 bales two years ago, was slightly below expectations, while the condition report of 50 per cent and the indicated crop of 10,135,000 bales was about in line with expectations. On the basis of an 85 per cent crush, the outlook is for 2,973,000 bbls. of oil this year, while allowing for planting of 36,000,000 acres of the new crop, and a 10 per cent refining loss, there is the possibility of a crush of 3,050,000 bbls. That the seed is in the country there is no denying, and that it will come out sooner or later cannot be questioned. At the same time, the liberal basis of cotton furnishes the power of orderly marketing, and should the marketing be spread over an extended period, the statistical position might easily remain strong for some time yet, as the large consuming months of every season are ordinarily September, October and November.

COTTONSEED OIL—Market transactions.

Thursday, September 28, 1922.

Spot	Sales	High	Low	Bid	Asked
Oct.	2200	832	815	830	a 831
Nov.	2200	795	782	793	a 794
Dec.	2300	792	782	792	a 795
Jan.	3900	795	785	793	a 794
Feb.				797	a 799
Mch.	2500	812	802	805	a 807
Apr.	100	815	815	810	a 820
May				815	a 835

Total sales, including switches, 13,800.  
Prime Crude S. E., 675 bid.

Friday, September 29, 1922.

Spot	Sales	High	Low	Bid	Asked
Oct.	1700	845	830	840	a 841
Nov.	1100	805	796	796	a 797
Dec.	1700	808	796	796	a 798
Jan.	1100	804	796	796	a 798
Feb.	300	805	799	799	a 800
Mch.	600	817	806	810	a 811
Apr.				813	a 823
May				820	a 835

Total sales, including switches, 6,900.  
Prime Crude S. E., 675 bid.

Saturday, September 30, 1922.

Spot	Sales	High	Low	Bid	Asked
Oct.	1100	856	843	852	a 860
Nov.	1000	806	803	802	a 803
Dec.				802	a 804
Jan.	500	803	802	802	a 804
Feb.				804	a 808
Mch.	1600	818	806	816	a 819
Apr.				816	a 830
May	200	836	828	831	a 840

Total sales, including switches, 6,000.  
Prime Crude S. E., 660 bid.

Monday, October 2, 1922.

Spot	Sales	High	Low	Bid	Asked
Oct.	4700	867	855	859	a 860
Nov.	300	808	808	807	a 811
Dec.	600	812	807	806	a 808
Jan.	400	812	809	805	a 807
Feb.				807	a 810
Mch.	1100	823	819	815	a 818
Apr.				815	a 828
May	100	839	839	835	a 840

Total sales, including switches, 8,000.  
Prime Crude S. E., 675@700.

Tuesday, October 3, 1922.

Spot	Sales	High	Low	Bid	Asked
Oct.	2900	861	849	849	a 855
Nov.	4600	816	800	801	a 802
Dec.	7500	816	800	799	a 800
Jan.	2900	811	801	801	a 802
Feb.				803	a 806
Mch.	4300	827	814	815	a 817
Apr.				818	a 830
May	300	845	835	830	a 839

Total sales, including switches, 23,700.  
Prime Crude S. E., 700 sales.

Wednesday, October 4, 1922.

Spot	Sales	High	Low	Bid	Asked
Oct.	1700	861	855	860	a 861
Nov.	300	808	806	804	a 807
Dec.	700	807	800	800	a 802
Jan.	4800	805	800	802	a 803

Feb.	805	a	809
Mch.	1300	824	818 a 820
Apr.	100	833	833 820 a 833
May	500	843	840 835 a 850

Total sales, including switches, 9,600.  
Prime Crude S. E., 700 bid.

Thursday, October 5, 1922.

Closed 13 to 15 points net higher. Sales, 13,500 bbls.; prime crude, 7.00c bid; prime summer yellow, spot, nominal; October, 8.74c; December, 8.14c; March, 8.33c, all bid.

SEE PAGE 35 FOR LATER MARKETS.

**COCOANUT OIL**—An improved demand for cocoanut oil was followed by improvement in prices and a stronger tone, with around thirty tanks reported to have been absorbed within a week or so. Offerings were lighter on the advance, and the demand for nearby oil steadied the whole list. At New York Ceylon type in barrels was quoted at 8¼@8½c; tanks, coast, 6¼@6½c; Cochiti type, barrels, New York, 8¼@9¼c; tanks, 8¼@8½c; edible, bbls., New York, 9¼@10¼c.

**SOYA BEAN OIL**—A moderate trade was reported, basis nine cents sellers' tanks duty paid, but the market lacked any important new feature. Oriental crude c. i. f. coast, bulk, was nominally 5¼c. At New York crude in barrels was quoted at 10@10¼c, blown at 11@11¼c, Pacific coast tanks, nine cents; deodorized, barrels, New York, 11½@12c.

**PEANUT OIL**—Supplies of both crude and refined oil are limited, and with offerings of new crop peanut light, the market is largely nominal with Oriental oil out of the question. Crude in barrels was quoted at 10½@11c, New York; tanks, f. o. b. mills, 8@8½c; refined, barrels, New York, 12@12½c.

**CORN OIL**—A steady market is reported, with a very quiet trade. At New York crude in barrels was 8¼@9c; tanks, Chicago, 7@7¼c; refined, barrels, New York, 10¼@11¼c, and cases, 11.88c. The smaller corn crop estimates, with a possible production of around 2,800,000,000 bu. against over 3,000,000,000 bu. last year, has not had much effect.

**PALM OIL**—With stocks rather light, the market was firmer, though demand is limited. At New York Lagos spot was quoted at 6¼c, shipment 6½@7c, and Niger, casks, 6¼c.

**PALM KERNEL OIL**—The market was inactive, with imported nominal at 8@8¼c.

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Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil  
White Clover Cooking Oil  
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**THE AMERICAN COTTON OIL COMPANY**  
 65 Broadway, New York  
 Cable Address "AMCOTOIL"

**COTTONSEED OIL**—Demand good, supplies light. Prime summer yellow, spot, 9½@10c; winter salad oil, 11@11¼c; cooking oil, 10½@10¾c. Southeast crude seven cents sales and bid; bleachable, tanks, f. o. b. mills, 7@7¼c.

**HULL REFINED COTTONSEED OIL** six pence higher for the week at 38 shillings; Egyptian crude oil at Hull unchanged at 34 shillings.

#### SOUTHERN MARKETS. New Orleans.

(Special Wire to The National Provisioner.)  
New Orleans, La., October 5, 1922.—Prime crude cottonseed oil for immediate prompt shipment, 7c; October, 6¾c; November 6½c. Offerings light. Seed was firm and above parity with products. Meal, 7 per cent, \$33.00; 8 per cent, \$36.00. Loose hulls, \$8.00; sacked \$10.25 per ton f. o. b. interior points.

#### Memphis.

(Special Wire to The National Provisioner.)  
Memphis, Tenn., October 5, 1922.—Ten sales of crude cottonseed today at 7c. The market is firm with \$36.50 the best bid on 41 protein meal. Loose hulls \$8.00.

#### TEXAS FIGHTS BOLL WEEVIL.

A call for immediate mobilization of all business, agricultural and educational forces in Texas, augmented by the co-operation of the Federal Horticultural Board, the State Department of Agriculture and Texas A. & M. College, in a state-wide fight against the cotton boll weevil was issued at a recent boll weevil conference in Dallas, Texas, conducted under the auspices of the Texas Chamber of Commerce.

Practically every business and farmers' organization in the state was represented and subscribed to a comprehensive program, which has for its primary object the starvation of the boll weevil this fall by plowing up the cotton stalks before the advent of killing frost and thus preventing the insect from entering into hibernation.

It was the most significant boll weevil conference conducted in Texas in twenty years, according to prominent men in the industry, and, perhaps, the most successful, for the reason that the entire attendance of some seventy representatives from all over the state and neighboring states, including leading entomologists, educators and practical farmers, unanimously adopted the comprehensive report of the committee of nine appointed by President James Z. George, who called the meeting.

#### NEW YORK COTTON OIL EXPORTS.

Exports of cottonseed oil from New York from September 1 to September 30, 1922, according to unofficial reports, were 1,060 barrels.

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#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, October 3, 1922.—Latest quotations on chemicals and soap makers' supplies are reported as follows:

Seventy-six per cent caustic soda, 3¾@4c lb.; 98% powdered caustic soda, 4¼@4½c lb.; 58% carbonate of soda, 2@2½c lb.

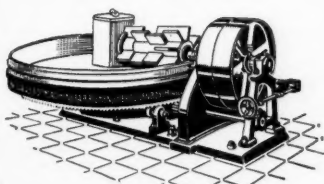
Clarified palm oil, in casks of 2,000 lbs., 7@7¼c lb.; commercial yellow olive oil, \$1.18@1.20 gal.; olive oil foots, 9¼@9¾c lb.; Cochiti coconut oil, 10¼@10½c lb.; Ceylon coconut oil, 8¾@9c lb.

Prime summer yellow cottonseed oil, 10¼@10½c lb.; soya bean oil, 11@11½c lb.; imported linsed oil, 87@88c gal., duty paid; corn oil, nominal, 10½@10¾c lb.; peanut oil, in bbls., New York, deodorized, 12@12½c lb.; peanut oil, crude, in tanks, f. o. b. mills, 8¼@8¾c lb.

Prime city tallow, special, 6½@6¾c lb.; prime city tallow, extra, 7c lb.; dynamite glycerine, nominal, 17@17½c lb.; saponified glycerine, nominal, 12½@13c lb.; crude soap glycerine, nominal, 11@11½c lb.; chemically pure glycerine, nominal, 18@19c lb.; prime packers' grease, nominal, 5¾@6c lb.

#### OLIVE OIL OUTPUT IN GREECE.

In recent years Greece has become one of the most important olive oil producers in the world. Its production in 1921 was one-sixth that of all countries, final estimates placed the total world production of olive oil at 1,100,000 metric tons, about one-third that of Spain and Italy combined, and a little more than 35,000 metric tons larger than that of Tunis, Portugal and France put together.



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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Provisions were quiet but very steady. With packers' support, better cash demand and firm tone abroad nearby lard deliveries showed relative strength. Hog movement continues fairly liberal, while hog prices are irregular, though the undertone is not weak.

### Cottonseed Oil.

Cottonseed oil advanced to new highs for the movement, with October around 9 cents. Under better commission house demand there was continued tightness in nearby positions, short covering and continued strength in crude cottonseed oil and seed. Bids of 7 cents in the southeast failed to bring out much oil. Cash trade continues good. Sentiment is quite friendly. It is understood that barrels now cost around \$2.60 f. o. b. Work, against \$2.15 recently.

Quotations on cottonseed oil at Friday noon were: October, \$8.95@9.00; December, \$8.28@8.33; January, \$8.29@8.30; March, \$8.42@8.45; May, \$8.60@8.64.

### Tallow.

Special loose, 7c.

### Oleo Stearine.

Sales, 9½c; extra oleo oil, 10½c.

## FRIDAY'S GENERAL MARKETS.

New York, October 6, 1922.—Spot lard at New York, prime western, \$12.30@12.40; Middle West, \$12.10@12.20; city steam, \$12.00; refined continent, \$13.10; South American, \$13.35; Brazil kegs, \$14.35; compound, car lots, \$10.75@11.00.

### Liverpool Provision Markets.

Liverpool, October 6, 1922.—(By Cable.)—Quotations today: Shoulders, square, 86s (\$19.00); shoulders, picnics, 72s (\$15.91); hams, long cut, 98s (\$20.58); hams, American cut, 103s (\$22.76); bacon, Cumberland cut, 113s (\$24.97); bacon, short backs, 99s (\$21.88); bacon, Wiltshire, 100s (\$22.10); bellies, clear, 97s (\$21.44); Australian tallow, 37s 3d@39s 9d (\$8.23@8.62); spot lard, 70s (\$15.47).

Hull, England, October 6, 1922.—(By Cable.)—Refined cottonseed oil, 38s (\$73.98); crude cottonseed oil, 34s (\$75.51).

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to October 6, 1922, show exports from that country were as follows: To England, 75,055 quarters; to the Continent, 13,462 quarters; to other ports, none. Exports for the previous week were as follows: To England, 87,305 quarters; to the Continent, 11,143 quarters; to other parts, none.

### STOCKS OF PROVISIONS.

Stocks of provisions at leading centers on September 30, 1922, with comparisons are officially reported as follows:

PORK, BBLS.				
	Sept. 30, 1922.	Aug. 31, 1922.	Sept. 30, 1921.	
Chicago	20,532	24,282	10,323	
Kansas City	3,146	2,964	1,841	
Omaha	2,065	2,600	3,253	
St. Joseph	1,825	802	1,061	
Milwaukee	3,585	3,536	4,243	
Total pork, lbs.	31,153	34,274	20,721	
LARD, LBS.				
	Sept. 30, 1922.	Aug. 31, 1922.	Sept. 30, 1921.	
Chicago	36,904,211	65,426,451	83,748,215	
Kansas City	1,515,111	3,663,106	3,241,154	
Omaha	2,275,206	4,868,238	2,964,643	
St. Joseph	1,058,640	1,912,962	1,120,434	
Milwaukee	1,316,250	2,405,510	507,000	
Total lard, lbs.	43,967,448	78,476,357	41,581,446	
CUT MEATS, LBS.				
	Sept. 30, 1922.	Aug. 31, 1922.	Sept. 30, 1921.	
Chicago	83,496,929	104,002,520	88,220,597	
Kansas City	32,709,790	44,587,960	29,054,000	
Omaha	29,023,556	37,090,990	23,391,397	
St. Joseph	19,288,555	22,642,102	15,915,030	
Milwaukee	12,579,000	14,660,000	1,665,976	
Tot. cut meats, lbs.	178,095,740	222,983,212	158,166,890	

## MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending September 30, 1922, with comparisons as follows:

	Week ending Sept. 30, 1922.	Week ending Sept. 23, 1922.
Western dressed meats:		
Steers, carcasses	8,143	7,932
Cows, carcasses	747	477
Bulls, carcasses	96	125
Veal, carcasses	11,352	8,467
Lamb, carcasses	17,554	15,250
Mutton, carcasses	7,543	6,898
Beef cuts, lbs.	80,529	72,544
Pork cuts, lbs.	985,240	635,012
Local slaughter, Federal inspection:		
Cattle	10,969	10,483
Calves	11,393	11,393
Hogs	47,092	44,349
Sheep	50,543	50,456

## MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending September 30, 1922, with comparisons:

	Week ending Sept. 30, 1922.	Week ending Sept. 23, 1922.
Western dressed meats:		
Steers, carcasses	2,874	3,380
Cows, carcasses	324	334
Bulls, carcasses	15	46
Veal, carcasses	1,385	1,640
Lamb, carcasses	6,768	5,650
Mutton, carcasses	2,296	2,148
Pork, lbs.	205,966	232,636
Local slaughter:		
Cattle	2,794	2,798
Calves	3,194	2,066
Hogs	3,173	17,564
Sheep	21,510	7,305

## MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending September 30, 1922, with comparisons:

	Week ending Sept. 30, 1922.	Week ending Sept. 23, 1922.
Western dressed meats:		
Steers, carcasses	2,866	2,839
Cows, carcasses	1,282	979
Bulls, carcasses	19	22
Veal, carcasses	845	613
Lamb, carcasses	15,686	13,643
Mutton, carcasses	15	505
Pork, lbs.	340,189	188,292
Local slaughter:		
Cattle, carcasses	1,767	1,357
Calves, carcasses	2,258	2,692
Hogs, carcasses	10,741	10,959
Sheep, carcasses	8,046	8,856

## CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending September 28, 1922, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture with top prices for selects, as compared to a week and a year ago:

	Sales		Top price selects—	
	Week ending Sept. 28, 1922.	Week ending Sept. 21, 1922.	Week ending Sept. 28, 1922.	Week ending Sept. 21, 1922.
Toronto (U. S. Y.)	4,692	5,373	5,006	\$12.00 \$19.25 \$12.10
Montreal (Pt. St. Chs.)	1,580	1,501	2,239	12.50 10.00 12.50
Montreal (E. End)	1,290	1,932	1,519	12.50 10.00 12.50
Winnipeg	1,259	1,137	1,171	10.85 11.50 11.75
Calgary	728	535	482	9.50 11.75 9.75
Edmonton	1,285	276	1,383	10.25 11.00 9.25
Prince Albert	...	...	...	...
Moose Jaw	...	...	...	...

## CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers for the week ending September 28, 1922, with top prices for good lambs, compared to a week ago and a year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture as follows:

	Sales		Top price good lambs	
	Week ending Sept. 28, 1922.	Week ending Sept. 21, 1922.	Week ending Sept. 28, 1922.	Week ending Sept. 21, 1922.
Toronto (U. S. Y.)	10,908	14,977	13,708	\$11.75 \$8.40 \$13.00
Montreal (Pt. St. Chs.)	1,556	8,754	7,460	11.00 7.25 11.75
Montreal (E. End)	5,005	6,045	3,824	11.00 7.25 11.75
Winnipeg	839	1,745	530	12.00 8.00 10.50
Calgary	2,847	911	698	10.25 7.00 10.25
Edmonton	958	814	172	10.25 6.75 10.50
Prince Albert	...	...	...	...
Moose Jaw	...	...	...	...

## RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 30, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	2,500	6,000	4,000
Kansas City	2,500	1,500	...
Omaha	400	8,000	1,500
St. Louis	2,500	5,000	800
St. Joseph	700	3,000	500
Sioux City	500	3,000	300
St. Paul	3,500	500	4,500
Oklahoma City	100	600	...
Fort Worth	700	500	...
Milwaukee	100	300	200
Denver	500	200	5,400
Louisville	600	1,300	400
Wichita	200	800	...
Indianapolis	600	7,000	400
Pittsburgh	100	4,500	600
Cincinnati	600	3,200	700
Buffalo	200	2,500	2,200
Cleveland	600	2,000	1,000
Nashville, Tenn.	200	1,000	...
Toronto	500	100	100

MONDAY, OCTOBER 2, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	31,000	35,000	24,000
Kansas City	40,000	10,000	14,000
Omaha	15,000	8,000	27,000
St. Louis	13,000	11,000	2,500
St. Joseph	9,000	7,000	2,000
Sioux City	10,500	2,500	1,500
St. Paul	11,500	6,500	6,000
Oklahoma City	2,000	800	...
Fort Worth	2,500	1,000	500
Milwaukee	500	100	200
Denver	6,200	400	33,000
Louisville	2,100	1,900	200
Wichita	2,000	2,000	...
Indianapolis	1,800	6,000	300
Pittsburgh	3,000	4,500	6,000
Cincinnati	3,200	7,500	1,000
Buffalo	2,500	14,000	10,000
Cleveland	2,000	5,500	2,100
Nashville, Tenn.	1,000	2,200	200
Toronto	3,200	1,500	4,500

TUESDAY, OCTOBER 3, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	28,000	21,000
Kansas City	21,000	10,000	8,000
Omaha	12,000	6,500	24,000
St. Louis	9,500	14,000	1,500
St. Joseph	8,500	6,000	2,500
Sioux City	3,000	3,000	500
St. Paul	5,000	10,000	1,500
Oklahoma City	1,200	800	...
Fort Worth	1,800	1,000	500
Milwaukee	600	3,000	300
Denver	3,100	100	5,000
Louisville	300	1,100	300
Wichita	700	500	...
Indianapolis	1,000	9,000	700
Pittsburgh	200	4,500	1,500
Cincinnati	600	2,300	5,000
Buffalo	300	8,500	1,500
Cleveland	500	2,000	1,000
Nashville, Tenn.	200	1,500	200
Toronto	500	500	1,000

WEDNESDAY, OCTOBER 4, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	28,000	18,000
Kansas City	14,000	10,000	11,000
Omaha	6,500	6,500	16,000
St. Louis	8,300	11,000	3,000
St. Joseph	6,500	7,000	2,500
Sioux City	2,200	6,000	1,000
St. Paul	5,500	10,000	3,500
Oklahoma City	1,100	700	...
Fort Worth	2,700	1,500	500
Milwaukee	400	1,500	300
Denver	4,000	500	14,000
Louisville	500	1,200	200
Wichita	800	1,200	...
Indianapolis	800	10,000	400
Pittsburgh	100	2,500	1,000
Cincinnati	1,400	4,000	1,600
Buffalo	100	1,000	1,800
Cleveland	800	2,500	1,800
Nashville, Tenn.	500	1,500	...
Toronto	800	900	2,000

THURSDAY, OCTOBER 5, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	24,000	21,000
Kansas City	8,000	16,000	8,000
Omaha	3,500	6,500	16,000
St. Louis	5,000	8,500	2,000
St. Joseph	3,000	4,000	1,500
Sioux City	1,400	4,000	500
St. Paul	4,300	6,500	2,400
Oklahoma City	900	800	...
Fort Worth	2,500	600	500
Milwaukee	700	2,500	300
Denver	2,700	1,000	13,000
Indianapolis	600	8,000	500
Pittsburgh	100	3,500	1,000
Cincinnati	1,500	5,300	700
Buffalo	100	1,600	1,000

FRIDAY, OCTOBER 6, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	5,500	15,000	12,000
Kansas City	4,500	6,000	4,000
Omaha	2,500	3,500	13,000
St. Louis	2,500	9,000	1,000
St. Joseph	1,500	2,000	1,500
Sioux City	1,000	3,500	1,500
St. Paul	1,400	5,800	8,500
Oklahoma City	1,000	700	...
Fort Worth	2,500	1,000	900
Milwaukee	200	1,000	200
Denver	1,500	400	19,000
Indianapolis	400	700	400
Pittsburgh	100	4,000	1,200
Cincinnati	900	5,600	700
Buffalo	200	7,200	3,400

## NEW YORK LIVESTOCK.

Following are the receipts for the week ending Saturday, September 30, 1922:

	Cattle.	Hogs.	Sheep.
Jersey City	7,933	12,038	9,704
New York	1,179	2,500	26,142
Central Union	1,426	516	367
Total for week	10,538	15,052	36,113
Previous week	9,934	11,772	31,824
Two weeks ago	9,720	12,696	28,946

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Union Stock Yards, Indianapolis, Ind.  
**KENNETT, MURRAY & CO.**  
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# O MAHA

## THE CORN BELT MARKET

Nebraska still has 1921 corn in producers' hands. Nebraska's feeders are filling their feed lots. The Omaha market will continue to be supplied with high grade cattle, hogs and sheep. Try us with your next order.

## Omaha Live Stock Exchange

A. F. Stryker, Secretary-Traffic Manager  
South Omaha, Neb.



## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Union Stock Yards, Chicago, Oct. 5, 1922.

Native beef steers and yearlings that had received a long turn on corn, advanced daily to new high price fields. The lower grades, both native and western grassers descended in price, thus expanding the price spread to the widest dimensions of the year so far.

A turn about face movement as contrasted from a week ago featured hogs, the price range for that species of livestock contrasting somewhat and thus following a trend more in line with seasonal influences. The biggest share of the price pinch struck light hogs while the packing grades lost least, the size of the declines being in line with normal expectations at this season of the year and especially when feed lots are well filled with spring crop hogs. As compared with high time a week earlier when top stood at \$10.75 lights and light butchers declined largely 50 to 65c, while packing sows escaped with a loss of mostly 25c, spots showing a 50c downturn. High mark today at \$10.00 was 60c under a week earlier and 35c lower than the close of the previous calendar week.

A two-way market developed in bovine stock. Fat native lambs declined largely 75c to \$1.00 and fat westerns 35 to 50c but the scarcity of westerns was so marked and the needs of finishers so urgent that feeder lambs gained ground early but lost 25 to 50c today. Desirable lambs on country account forged ahead of their better fattened mates taken by killers, the former reaching \$14.75 while best Idahos going for slaughter stopped at \$14.40 and best natives at \$13.85.

Dressed trade prices generally were on the toboggan, recent relatively high prices and higher temperatures curtailing consumption of the dressed product. Choice dressed beef was scarce, a condition naturally resulting from the comparative scarcity of long fed beef steers offered on the hoof. While liberal receipts at ten large markets were smaller than the corresponding week a week earlier.

This week opened with matured, highly finished native beef steers tilting the \$12.00 rice lid and reaching \$12.25. Competing actively during the week under review, shippers and packers forced long fed kinds upward to \$12.70, 32 head of Herefords averaging 1,417 lbs. making that price today. Long yearlings scored \$12.65. Best long yearlings a week earlier sold at \$12.00. As the better grades advanced sales were numerous at \$12.25 to \$12.55, a load of 1,614-lb. averages topping on Tuesday at \$12.55. A year ago this week when young cattle were commanding a premium and the markets were surfeited with weighty, long fed bullocks, yearlings topped at \$11.30 and 1,500 to 1,725-lb. steers topped for their weight at \$9.25 and \$9.60.

Most native beef steers during the week under review were short-feds and warmed up offerings of value to sell at \$9.25 to \$11.25. In-between grades of beef cows and heifers declined unevenly, grass cows of value to sell at \$4.25 to \$5.50 having practically no stable value. A few Kosher cows and heifers sold at \$8.00 and above. Canners and cutters were in demand at \$3.00 to \$3.50. Best bologna bulls sold on a \$4.00 to \$4.25 basis and veal calves declined \$1.00 to \$1.25, packers taking the bulk today at \$11.00 to \$11.50.

Working lower each day as arrivals of light hogs increased and shipping orders decreased, bulk of the 180 to 230-lb. averages sold today at \$9.75 to \$9.85. Least attention was tendered 140 to 160-lb. kinds owing to their lack of finish, bulk of these weights cashing at \$9.35 to \$9.60. Heavy butchers were scarce. Packing sows

turned freely within a spread of \$7.40 to \$8.00. Stocks of lard at western packing points are unofficially reported to have decreased 35,400,000 lbs. in September, while stocks of cut meats were shaved 52,800,000, thus pointing to broad domestic demand.

Choice western lambs were topping around \$9.10. Feeding yearlings averaging 80 to 82 lbs. sold to the country at \$12.00, some heavier descriptions making \$11.85. Good mouthed feeding ewes went out at \$5.25 and yearling western breeding ewes at \$11.50. Handy native ewes sold upward to \$6.50 and Montana grass yearlings at \$11.00, being too heavy to interest feeders.

### KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Oct. 4.

Cattle receipts in the three days this week fell about 1,000 short of the supply in the three days last week. This decrease was sufficient to indicate that the maximum movement for the season has been attained. As the result of the decrease trade showed a more active turn and this week will effect a good clearance. Prime steers sold up to \$12, a new top for the year. Hog prices were lower today and 50c to 60c under Monday. Lambs were steady to 15c lower, trade fairly active.

Receipts today were 14,000 cattle, 11,000 hogs, and 11,000 sheep, compared with 13,000 cattle, 6,000 hogs, and 8,000 sheep a week ago, and 9,825 hogs and 15,000 sheep a year ago.

Trade in good to choice grass fat steers and those that showed any amount of feed was active at steady to strong prices. The plain to common quality classes continued to sell slowly and barely steady with Tuesday's decline. Killers are showing increased demand for fed cattle and evidently they are falling behind demand on that class of beef. Some prime steers sold at \$12, a new high record price for the year by 10c. Other fed steers sold at \$9.75 to \$11.50. Grass fat steers sold at \$4.00 to \$9.00. Those below \$5.50 were ordinary southern steers that showed small killing percentages. Cows, heifers and calves were steady. There was a good demand for all classes of butcher cattle. Canner cows are offered freely and packers are making their largest purchases of the season.

Hog prices developed a 25c to 40c decline today and the general market fell to a new low position for the past two weeks. The top price was \$9.55 and bulk of sales \$9.00 to \$9.50. Pigs were 25c lower, at \$8.50 to \$9.50. Fresh pork and loins were quoted \$1 to \$2 a hundred pounds lower at Eastern distributing points and that accounts for the general weakness in the market. The advancing season which is bringing winter packing considerations into the trade is an added factor in the decline.

Prices for sheep and lambs were steady to 15c lower. Early arrivals were mostly native lambs that sold at \$12.00 to \$13.00. Western offerings were late but sold at \$13.50 to \$13.75. Few feeding lambs or fat sheep were offered.

### ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Oct. 4.

The cattle supply continues to be most liberal, the run for the week ending today totaling around 51,000. The large percentage of the receipts run to native grass steers and butcher stock. The steers are selling for the most part from \$6.00 to \$8.00, with quite a few of the short-fed kinds selling up to \$9.00. On this class of cattle the market is unevenly lower, in spots 50

@75c under the close of last week. On our best corn-fed offerings the condition is different. There are quite a few on sale but more could be sold at fully steady if not stronger prices.

Frequent sales of both matured steers and yearlings are reported at \$11.25 to \$11.75 and likewise numerous sales of the near choice kinds ranging from \$10.25 to \$10.75. The Oklahoma and Western offerings consisted of about 200 cars for the period. They have ranged in price from \$4.25 to \$7.15. As compared with sales of this same class of the previous two weeks this would indicate as much of a decline as in other medium cattle. Considering quality, however, the market on range cattle has not declined as much as it has on our medium and common native cattle.

Butcher cows are moving mainly from \$3.50 to \$5.50 with real good beef cows selling up to \$6.00. Canners and cutters, \$2.25 to \$3.00; heavy beef bulls, \$4.00 to \$4.50; bolognas, \$3.25 to \$4.00.

The hog run this week totals 66,000; quality fair to good. The tone of the market is exceedingly sluggish with a lower trend in prices. Prices today are 60 to 85c lower than a week ago. Hogs with weight continue to hold the preference with the buyers and are topping the market. There is, of course, a continued demand for handy weight shipping hogs, but they are not selling up to the heavy finished kind by a dime. Pigs and very light hogs are in less favor than they have been at any time in six months. Today's quotations are: Mixed and butchers, \$9.60 to \$9.80; good heavies, \$9.75 to \$9.85; roughs, \$7.50 to \$8.25; lights, \$9.60 to \$9.75; pigs, \$9.25 to \$9.50; bulk, \$9.60 to \$9.80.

The count in the sheep department totals something over 12,000 head for the period, and there seems to be no change at all in the condition of the market on matured stock. Light mutton ewes are bringing \$6.00, the heavy ones \$3.00 to \$4.00, breeding ewes \$6.50 to \$7.50. Lamb prices are off somewhat although the quality of the run for the past ten days was not such as would warrant steady prices. Choice lambs are quoted up to \$13.75 or perhaps 14c for fancy killers. We had none, however, in the past three days that were good enough to bring over \$13.25. They were good but by no means choice. Due, no doubt, to the unseasonable weather of the past week, the market in all departments seems to lack pep. This was particularly noticeable in the cattle and hog markets.

### OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Neb., Oct. 4, 1922.

The feature of the fat cattle market so far this week has been the stiffening of values of good to choice steers, both corn-feds and western rangers, and a general softening of values on warmed up cattle as weak as the plainer kinds of rangers. Strictly good to choice beeves are quoted around \$10.75 to \$11.50 and even higher, while bulk of the fair to good corn-fed are going at \$10.00 to \$11.00, and plainer lots from \$9.50 down. Choice to prime grass beeves are bringing \$8.00 to \$8.75, fair to good kinds \$7.00 to \$8.00. The plainer lots \$6.00 to \$7.00 and on down. The market for

Order Buyers  
of  
**Cattle Calves  
Hogs Lambs**  
**Henry Knight & Son**  
Bourbon Stock Yards  
Louisville, Ky.  
Reference: Dun and Bradstreet



cows and heifers has not shown very much change, prices ranging from \$2.50 for common canners up to \$6.75 for choice heifers. Veal calves at \$6.00@11.00 and bulls, stags, etc., at \$3.00@4.75, show very little change for the week.

For the first time in several weeks the hog market developed a lower streak today and prices declined fully 50c on an average. Compared with a week ago, however, the decline has been 50@75c, and all classes of buyers are showing a very bearish attitude, notwithstanding the comparatively moderate receipts. Hogs are coming very good in quality but very heavy, the average weight for September being 285 lbs. There were 7,500 hogs here today, and while light weights sold readily at \$9.25@9.60, the heavy and packing hogs were very slow sale at prices ranging from \$7.10@9.00.

Under the influence of the heaviest receipts of the season the market for sheep and lambs has shown a lower tendency and the decline for the first three days of the week amounts to 50@60c. Both packers and shippers insist that prices must come down, but there is enough competition from feeder buyers every day to clean up the liberal supply and prevent any serious break in the market. Fat lambs are quoted at \$12.75@13.75, while feeder lambs are going at \$12.50@13.50. Very little aged stock is coming aside from ewes, and these are selling at a spread of \$3.25@5.75.

### ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., October 3, 1922.

Receipts of cattle for two days this week totaled about 18,800, though around 4,000 of these were for the stocker and feeder show to be held this week. Beef steers were plentiful, but native-feds were very scarce. The market for fed steers shows no change for the period. Best offered sold at \$10.75 with short-feds ranging down to \$8.25. The heavy run of grassers caused a break of 25@50c for the two days. A few loads of wintered Kansas grassers sold up to \$9.50, but most of the straight grassers went from \$5.75@7.00. Oklahomas sold at \$5.65@5.80.

The market for butcher stuff shows about the same loss as grass steers, with the exception of fed yearlings and canners and cutters, which show little change. Yearlings were scarce, nothing available being good enough to sell above \$9.75. Few cows sold above \$5.50, with the big bulk from \$3.50@4.75. Bulls are around 25c lower, \$3.00@4.00 covering the range of prices. Calves are 50c@1.00 off, choice veals selling at \$10.00.

The liberal run of stockers and feeders met with a fairly good demand, with good kinds of all weights showing little change, but medium and plain grades are mostly 25c lower. Best feeders sold \$7.25@7.40, and light weight stockers reached \$7.50. Bulk of feeders sold \$6.00@6.60 and stockers \$5.50@6.50. Stock cows and heifers are steady to weak for the period. Cows sold largely \$3.25@3.75 and heifers \$4.00@5.25.

Hog receipts Tuesday were estimated at 5,500. Shippers opened the market, taking a few loads of good butchers at a 10c decline compared with their market yesterday, paying a top of \$9.90. Packers were slow at 15@25c, mostly 25c lower than yesterday. Their top was \$9.75 and bulk of all sales were from \$7.50@9.75. Packing sows were 25@40c lower, selling mostly \$7.35@7.60.

Sheep receipts Tuesday around 3,500. The lamb market ruled steady to 25c lower, but sheep held steady. A string of Idaho lambs sold at \$14.00, and Oregonians made \$13.75 for four loads. Best natives sold at \$13.25 and clips sold at \$12.50. Sheep were scarce, a few heavy and medium ewes selling \$5.50@6.00. Odd lots of yearlings sold up to \$11.00, and wethers \$7.00@8.50.

### ST. LOUIS.

(Special Letter to The National Provisioner.)

St. Louis, Mo., October 4, 1922.

Cattle receipts to date this week at 16,800 are running to record figures at this market, but have been augmented largely by a stocker and feeder show in the yards during the middle days of the week. The market has been holding good and active tone for all beef steers and feeders, but is bordering on demoralization in the market for she stock and inferior light steers.

Cows and heifers are 50 cents to \$1.00 lower than 10 days ago. The stocker trade is the largest it has been for years at this time of year. Dry fed and fat steers are selling at \$10.50@11.75 this week, the latter a top price for yearlings while big heavy heaves have sold at \$11.50. The less attractive dry fed heaves of all weight sold at \$9.50 to \$10.50; a few warmed up steers \$8.50 to \$9.50; best grass range heaves \$9.00, but not one above \$7.00; best feeders \$8.00, a few at around \$7.25 to \$7.50. Most of the stock and feeding cattle, however, were at prices running between \$6.00 and \$7.00, and some trashy light stock down to around \$5.00. Best grass cows were \$5.50, bulk \$3.75 to \$4.50; grass heifers \$4.00 to \$5.50; canners \$2.25 to \$3.25.

In the hog market receipts are running much lighter than a few days ago, but (Continued on page 45.)

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Sept. 30, 1922, are reported to The National Provisioner as follows:

#### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	8,143	14,200	17,480
Swift & Co.	9,567	13,700	12,733
Morris & Co.	8,884	13,700	7,762
Wilson & Co.	6,988	12,800	7,762
Anglo-Am. Prov. Co.	884	6,900	.....
G. H. Hammond Co.	3,738	7,700	.....
Libby, McNeill & Libby	1,270	.....	.....
Brennan Packing Co.	6,100 hogs; Miller & Hart, 4,100 hogs; Independent Packing Co., 4,900 hogs; Boyd, Latham & Co., 5,000 hogs; Western Packing & Provision Co., 8,800 hogs; Roberts & Oake, 3,900 hogs; others, 13,500 hogs.	.....	.....

#### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,545	2,196	6,203	4,860
Cudahy Pkg. Co.	5,160	1,324	4,075	5,624
Fowler Pkg. Co.	1,201	81	.....	.....
Morris & Co.	5,692	2,135	6,135	4,490
Swift & Co.	5,666	7,302	7,086	.....
Wilson & Co.	4,802	1,281	4,813	4,453
Local butchers	823	181	1,280	129

#### OMAHA.

	Cattle.	Hogs.	Sheep.
Morris & Co.	3,834	6,138	5,648
Swift & Co.	4,985	8,604	10,529
Cudahy Packing Co.	4,191	9,863	7,269
Armour & Co.	4,441	4,156	9,067
Dold Packing Co.	1,347	.....	.....
Wilson Packing Co.	155	.....	.....
Lincoln Packing Co.	492	.....	.....
Swartz & Co.	.....	4,851	.....
J. W. Murphy	33,749	.....	45,890
Others	.....	.....	.....

#### ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,049	7,982	4,762
Swift & Co.	7,870	8,407	4,338
Morris & Co.	2,199	.....	222
St. Louis Dressed Beef Co.	2,072	.....	.....
Independent Packing Co.	619	.....	108
East Side Packing Co.	572	.....	880
American Packing Co.	104	1,523	.....
Hell Packing Co.	33	849	.....
Krey Packing Co.	234	4,042	.....
Sartorius Provision Co.	11	575	.....
Sieff Packing Co.	158	830	47
Butchers	32,443	32,960	2,137

#### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,827	89	8,709	2,815
Armour & Co.	2,581	39	6,862	1,751
Swift & Co.	1,018	27	496	.....
Sacks Pkg. Co.	61	64	2	.....
Smith Bros.	74	46	.....	.....
Local butchers	51	60	.....	.....
Eastern packers	132	.....	9,537	3

#### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,804	408	13,871	1,260
Moore & Co.	.....	2,241	.....	.....
Ind. Abat. Co.	1,223	57	1,436	469
Armour & Co.	389	31	3,646	21
Hilgemier Bros.	4	.....	755	.....
Brown Bros.	147	37	243	10
Schussler Pkg. Co.	52	1	494	42
Riverview Pkg. Co.	23	7	296	.....
Meyer Pkg. Co.	.....	.....	263	.....
Ind. Prov. Co.	.....	11	382	.....
Eastern buyers	3,361	4,354	23,499	3,526
Miscellaneous	529	193	150	516

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	5,580	4,293	19,756	5,870
Armour & Co.	3,923	3,045	14,191	3,796
Katz & Horn P. Co.	272	76	.....	.....
Hertz & Rifkin	293	221	.....	.....
King, J. R.	21	28	.....	62
Others	867	239	2,929	.....

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,480	707	4,329	156
Dold Pkg. Co.	901	155	2,647	77
Local butchers	86	25	.....	.....

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,408	765	2,638	161
Wilson & Co.	2,790	605	2,707	146
Other butchers	100	59	223	.....

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	878	34	1,250	1,828
Colo. Pkg. & Prov. Co.	563	38	1,758	2,018
Coffin Pkg. & Prov. Co.	380	.....	1,079	.....
Miscellaneous	840	212	1,541	1,061

### RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending September 30, 1922, with comparisons:

### CATTLE.

	Week ending Sept. 30.	Previous week.
Chicago	39,474	36,854
Kansas City	28,884	28,046
Omaha	53,194	46,642
St. Louis	53,354	44,554
St. Joseph	6,774	5,373
St. Paul	16,066	18,481
Fort Worth	10,956	12,036
Oklahoma City	5,208	4,127
Indianapolis	7,532	7,169
Wichita	2,476	1,836
Denver	2,661	2,644
Cincinnati	21	2,044
Milwaukee	.....	.....

### HOGS.

	Week ending Sept. 30.	Previous week.
Chicago	117,100	91,100
Kansas City	29,808	27,270
Omaha	33,938	40,471
St. Louis	67,168	42,836
St. Joseph	25,981	22,673
St. Paul	37,785	30,552
Fort Worth	34,876	24,909
Oklahoma City	5,568	6,893
Indianapolis	47,295	47,023
Wichita	7,076	5,222
Denver	5,628	4,042
Cincinnati	.....	9,339
Milwaukee	.....	.....

### SHEEP.

	Week ending Sept. 30.	Previous week.
Chicago	45,737	43,164
Kansas City	26,612	22,104
Omaha	77,873	32,211
St. Louis	11,994	10,863
St. Joseph	4,569	4,493
St. Paul	15,424	13,597
Fort Worth	9,728	11,255
Oklahoma City	307	179
Indianapolis	5,844	4,298
Wichita	233	243
Denver	4,907	3,440
Cincinnati	.....	1,926
Milwaukee	.....	.....

### SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, September 30, 1922:

### CATTLE.

	Week ending Sept. 30.	Previous week.	Cor. week.
Chicago	39,474	36,854	42,810
Kansas City	38,954	38,702	26,438
Omaha	19,263	15,754	6,322
East St. Louis	23,139	14,469	13,398
St. Joseph	11,705	12,234	9,101
St. Paul	5,177	4,490	4,115
Cudahy	788	851	937
South St. Paul	10,089	.....	12,163
Philadelphia	2,788	2,228	.....
Indianapolis	2,475	2,200	2,271
Boston	.....	1,357	.....
New York and Jersey City	10,969	10,483	9,155
Oklahoma City	6,727	5,818	4,557
Milwaukee	.....	1,827	.....

### HOGS.

	Week ending Sept. 30.	Previous week.	Cor. week.
Chicago	117,100	91,100	98,802
Kansas City	29,808	27,222	20,926
Omaha	39,065	33,019	24,749
East St. Louis	36,208	28,019	20,464
St. Joseph	32,410	25,122	18,559
St. Paul	15,788	14,230	18,285
Cudahy	9,781	13,550	9,826
Cedar Rapids	6,800	6,000	6,400
Ottumwa	9,310	7,673	6,970
South St. Paul	33,947	21,200	27,035
Fort Worth	10,960	17,564	3,900
Philadelphia	10,900	17,564	17,471
Indianapolis	15,481	20,418	25,805
Boston	.....	10,959	.....
New York and Jersey City	47,082	44,349	28,070
Oklahoma City	5,568	6,893	4,142
Milwaukee	6,000	6,783	8,500
Cincinnati	9,900	13,200	14,700

### SHEEP.

	Week ending Sept. 30.	Previous week.	Cor. week.
Chicago	45,737	43,164	89,749
Kansas City	26,612	22,300	34,253
Omaha	41,488	33,141	46,372
East St. Louis	11,805	7,595	4,638
St. Joseph	13,241	10,485	18,422
St. Paul	4,436	4,236	4,564
Cudahy	788	851	586
South St. Paul	9,728	.....	12,381
Philadelphia	2,788	2,228	7,157
Indianapolis	1,242	1,241	4,221
Boston	.....	18,856	.....
New York and Jersey City	50,543	50,456	60,610
Oklahoma City	807	179	165
Milwaukee	.....	1,565	.....

# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES** active. Three packers moved 11,000 September native steers at the new price of 22½¢, and four killers sold 12,000 June to date extreme light native steers at 19¢, which is considered a steady price by killers in view of the slaughter involved. Prior movement was at 19½¢. There were murmurs around of pending business in light cows, but nothing developed. There are several bids in the market for clearance quantities at 18½¢ and all sellers firmly decline and demand 19¢. No additional branded trading since the few thousand sold last night. Natives quoted 22½¢; Texas 20½¢ paid; butts 20½¢ paid; Colorados 19½¢ paid; branded cows 16½¢ paid; heavy cows 20½¢; lights 18½¢@19¢; native bulls 16½¢ paid yesterday; branded 14@15¢.

**COUNTRY HIDES.**—Steady but rather quiet. Business is still slow of consumption in most all varieties of country hides by reason of the slight differences in ideas of buyers and sellers. Nominal values for business in light stock of seasonable classification are considered at 16½¢ and in buff weights at 14½¢. There are numerous bids around the market for light stock at 16¢ and buffs at 14¢. The over 60 lbs. goods are still difficult to move though a little spotty trade was noted recently in such weight ranges. A little action in light weight packer native hides at virtually steady figures lends considerable confidence to hide dealers in insisting upon their views being met. There seems to be no weak spot in the originating sections. All weight hides are generally priced at 14½@15¢ delivered basis. Bids and business reported at the inside figure with occasional sales at the outside price. Most holders talk the 15¢ level. Some business in weights 25/60 lbs. noted at nearby points for strictly seasonable lots. Heavy steers quoted about 15¢; heavy cows 14@14½¢ nominal; buffs 14¢ bid and 14½¢ paid for choice descriptions; efforts are still being made to get 15¢; extremes quoted 15½¢ paid for old ones, 16@16½¢ for more seasonable goods and 17¢ talked for best sectioned goods. Some sellers ask 16½¢ for 25/50 lbs. weights of good quality; branded country hides quoted 11@12¢ flat nominal; country packer branded hides 14@16¢ nominal; bulls 10½@11¢; country packers 14@15¢; glues 8@9¢.

**NORTHWESTERN HIDES.**—No action is reported in Twin Cities markets. The situation there is firm in tone with supplies limited and generally very firmly held. All weight hides quoted 14½@15¢ asked; heavy stock is held at 14@14½¢ and light stock at 16@16½¢. Bulls quoted 10½@11¢ nominal; kipskins last sold at 15½¢ and calfskins of mixed description in connection at 16½¢. Horse hides range at \$4.25@5.25 for descriptions.

**CALFSKINS** stronger and active. Local city calfskins sold to the extent of several cars of skins, in split weights, the 8-10 lbs. bringing 21½¢ and the 10-15 lbs. realizing 22½¢, for a 22¢ average. A local packer sold 13,000 northern point slaughter calfskins at 23¢, being asking figures and a cent above prior movement. The city business represents an average advance of a cent. Calfskin leather in the west is not enjoying a very good movement and it was said the raw stock purchasing was for the account of eastern tanners. Outside first salted city skins quoted 20@21¢; resalted lots at 17@18¢; countries 16@18¢ and deacons \$1.00@1.25; outside for cities; kipskins are in request and also in small supply.

Packers quoted 21@22¢; cities 20@21¢; inside prices last paid; resalted lots range at 15@19¢ for qualities.

**DRY HIDES.**—Western all weights quoted about 18¢ here.

**HORSE HIDES** slow. Buyers not keen to operate. Fresh renderer hides quoted \$5.25@5.50; some still held for \$6.00; mixed lots \$4.75@5.25 and country stock at \$4.00@4.50 for quality.

**SHEEP PELTS.**—Packer lambskins are well sold out and quoted \$1.75@1.90. Some fall clips, for pulling sold at \$1.55, averaging over twelve pounds. Dry western pelts quoted 24@27¢ for business and up to 30¢ demanded. Pickled skins \$5.00@6.00 doz.; goats 60¢@1.15.

**HOGSKINS.**—Country run 10@25¢; rejects half strips 5@5½¢.

## New York.

**PACKER HIDES.**—No additional business noted since a couple of cars of natives brought 22¢. Holders have stocks of moderate size but insist upon obtaining the Western basis. Inquiries are of moderate size and not urgent. Butts quoted 20¢ asked; Colorados quoted at 19¢; cows 18@18½¢; bulls 15½@16¢ asked.

**SMALL PACKER HIDES** quiet. No additional movement reported in Eastern small packer stocks. Demands are reported as good with steers in especially good request up to 20¢ basis for heavies and also flat for weights in heavy average lots. Cows quoted at 18@18½¢. Bulls 15¢ paid as noted yesterday and branded hides quoted 15@17½¢ for lots.

**COUNTRY HIDES.**—A strong market continues with tanners showing some interest in offerings. Mid-West extremes while held for 17¢ have not moved above 16½¢. Shippers appear willing to sell 25 @50 lbs. at 16½¢ but want the higher figure for straight extreme range. Southern light hides are quoted a trifle stronger by shippers who talk 15½@16¢. Better descriptions quoted 16@16½¢ of city butcher and abattoir take-off. A report is current that Southern abattoir extremes, largely one free of brands, ticks, grubs, etc., sold at 17¢ flat. New York New England extremes sold at 16¢ flat, all weights, similar sections quoted 14@14½¢ as to shipper weight and quality. Canadians continue strong at 16¢ flat paid. Bulls range at 14@14½¢ in all sections.

**CALFSKINS** unchanged. Tanners are mildly interested in trimmed New York city calfskins and bid \$2.30@3.30 for medium and heavy weights. Sellers offer three weights only and ask \$1.50@2.30@3.30; some held a trifle higher. Stocks are well held. Outside skins range at \$1.10@1.35 as a basis on lights. Untrimmed stock 19@21¢; kips \$3.85@4.50 asked.

**HORSE HIDES**—Dry B. M. horse offered at \$2.45.

**IMPORTED WET SALTED HIDES.**—Action has been resumed in frigorifico descriptions, close to 30,000 steers moving at prices manifesting continued strength. Two packs of about 8,000 LaBlanca steers, light avg., sold at \$55.00; 5,000 Campanas, 4,000 Las Palmas sold at \$55.50 and 4,000 Swift LaPlatas sold at \$56.00 yesterday and so noted at that time. These prices range at 21½@21¾¢ landed basis. Business went over two in 4,000 Smithfield and 4,000 Anglos at \$55.50 basis of 21½@21¾¢ landed. All types of B. A. frigorifico steers are held for the 21¾¢ landed basis and Montevideo varieties which last sold some time ago at \$55.00, are now held for a 22¾¢ landed basis of about \$57.00 Argentine gold. Unsold stocks approximate about 15,000 altogether now with sellers particularly firm in their views on account of relative scarcity. Frigorifico type hides range at 18@19¢; about 5,000 Tucuman matedero steers and cows sold at 18¢. The common wet salted lots range at 9½@12¢. Spot wet salted hides show unchanged with late sales of Panamas and Columbians at private terms.

## STOCKS OF HIDES AND SKINS.

Following are the changes in the hide stocks on September 1, 1922, with comparisons, as reported by the U. S. Bureau of the Census:

	Sept. 1, 1922.	Aug. 1, 1922.	Sept. 1, 1921.
Cattle, total, pieces.....	5,342,607	5,366,414	6,494,281
Packer, pieces.....	2,827,315	2,779,388	.....
Country, pieces.....	1,426,987	1,527,449	.....
Foreign, pieces.....	1,089,305	1,049,532	.....
Calf and kip, pieces.....	4,531,448	4,451,776	4,354,833
India tanned, pieces.....	70,971	52,083	116,033
Horse, etc., pieces.....	113,165	136,537	350,291
Butts, pieces.....	75,516	71,973	.....
Goats, etc., pieces.....	334,457	289,254	.....
Cabrettas, pieces.....	9,196,731	9,067,516	10,948,785
Kangaroo, pieces.....	662,534	878,883	1,029,369
Sheep, etc., pieces.....	363,854	245,356	314,396
Hogskins, lbs.....	11,294,354	9,661,860	13,904,019
Hog strips, lbs.....	105,343	111,338	82,966
Deer and elk, pieces.....	344,816	361,575	445,382
Buffalo, pieces.....	177,659	205,712	256,391
	164,625	146,544	169,694

## CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.

Chicago, Oct. 7, 1922.—Quotations on hides at Chicago for the week ending Oct. 7, 1922, with comparisons, are as follows:

	Week ending Oct. 7, '22.	Week ending Sept. 30, '22.	Cor. week, 1921.
<b>PACKER HIDES.</b>			
Spread native steers.....	@26c	@25c	17 @17½c
Heavy native steers.....	22½@22½c	@22c	14 @14½c
Heavy Texas steers.....	@20½c	@20c	@14c
Heavy but branded steers.....	@20½c	@20c	13½@14c
Heavy Colorado steers.....	@19½c	@19c	12½@13c
Ex-Light Texas steers.....	@16½c	@16c	@14½c
Branded cows.....	@16½c	@16c	@11c
Heavy native cows.....	@20c	@20½c	13 @13½c
Light native cows.....	@19c	@19c	@12c
Native bulls.....	@16½c	15½@16c	7½@8c
Branded bulls.....	14½@15c	14½@15c	@6½c
Calfskins.....	21 @22c	21 @22c	20 @21c
Kip.....	20 @21c	20 @21c	16 @17c
Stunks, regular.....	@1.00	95 @1.00	\$1.00@1.15
Stunks, hairless.....	@90c	45 @90c	35 @70c
Light native, butts, Colorado and Texas steers 1c per lb. less than heavies.			
<b>CITY AND SMALL PACKERS.</b>			
Natives, all weights.....	18 @18½c	18 @18½c	11½@12c
Bulls, natives.....	15 @15½c	15 @15½c	@7c
Branded hides.....	15 @16c	15 @16c	@7c
Calfskins.....	20 @21c	20 @21c	19 @20c
Kip.....	19 @20c	19 @20c	15 @16c
Light calf.....	\$1.15@1.25	\$1.15@1.25	\$1.15@1.30
Stunks, regular.....	\$0.90@1.00	\$0.90@1.00	\$0.90@1.00
Stunks, hairless.....	@90c	40 @90c	30 @60c
<b>COUNTRY HIDES.</b>			
Heavy steers.....	14½@15c	14½@15c	7½@8c
Heavy cows.....	14 @14½c	14 @14½c	@7c
Butts.....	14 @14½c	14 @14½c	@7c
Extremes.....	15½@16c	15½@16c	10½@11c
Bulls.....	@11c	@11c	@5c
Branded.....	@11c	@11c	@5c
Calfskins.....	17 @18c	17 @18c	14 @15c
Kip.....	16 @17c	16 @17c	12 @13c
Light calf.....	\$1.10@1.15	\$1.10@1.15	\$1.15@1.25
Deacons.....	\$0.90@1.00	\$0.90@1.00	\$0.95@1.05
Stunks, regular.....	@60c	50 @60c	@70c
Stunks, hairless.....	@30c	25 @30c	30 @35c
Horsehides.....	\$4.50@5.00	\$4.50@5.00	\$2.50@3.00
Hogskins.....	15 @20c	15 @20c	15 @20c

Prices quoted are f. o. b. Chicago or Chicago freight equalized, for straight carloads or more to tanners. Dealers' prices range ½@2c per lb. less.

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Ship us a small Consignment and see how much better you can do. Results Talk! Information gladly furnished.  
**Calfskins**



## ICE AND REFRIGERATION

### ICE NOTES.

U. P. C. Smith, Lyons, Ga., is planning to erect a new cold storage plant.

C. E. Pleas, Chipley, Fla., is contemplating the installing of a new ice plant.

The McComb Ice Co., McComb, Miss., will shortly erect a new cold storage plant.

The Norton Ice & Cold Storage Co., Appalachia, Va., is going to erect a new plant.

The San Raphael Ice Co., San Raphael, Cal., has been incorporated with a capital of \$50,000.

The Ottumwa Ice Co., Ottumwa, Ia., is at present planning to build an addition to its plant.

The Ice & Development Co., Calxico, Cal., is about to build a new ice plant to cost about \$80,000.

The Merchants' Cold Storage & Ice Manufacturing Co., Richmond, Va., will soon remodel their plant.

The Harlan Ice & Refrigerating Co., Harlan, Ky., has taken over the Cumberland Ice & Cold Storage Co.

The Snyder Ice & Fuel Co., Jacksonville, Ill., has plans for the construction of a

new cold storage plant to cost about \$40,000.

The El Dorado County Farm Bureau, Cal., is considering the erection of a new ice and cold storage plant at Placerville, California.

The Superior Ice Co., 50 East 42nd street, New York, has bought a site in the Sheephead Bay section at East 17th street and Avenue Z, where it will erect a new ice plant to cost about \$250,000.

### SPEEDING UP REFRIGERATOR CARS.

Packers who have been having trouble in getting refrigerator cars moved have found that some of their troubles have been lessened through the good services of the Washington office of the Institute of American Meat Packers. Members of the Institute will be interested in the following statement from Norman Draper, Washington representative of the Institute:

This office is (and for some time has been) occupied day and night with efforts to improve movement of refrigerators and

other equipment used by members and insure equitable share of railroad-owned refrigerators being received at this time, when demand for cars greatly exceeds the supply. If you have a complaint along either line, let us have it with details. We may be able to help you. Incidentally we have been particularly successful in getting cars moved where members have supplied us with car numbers, location, and especially number of days cars (particularly empties) have been detained at specified points. It also will help if detailed information is supplied us of any misuse of refrigerators; that is, use for dry freight, etc., etc. We also have been able to help members urgently in need of transportation for such products as tanning materials, salt, shocks, cans, etc.

### DISCUSSING PACKING BUSINESS.

(Continued from page 19.)

ceipts more than offset the shortage in the winter receipts.

### Killing Capacity Is Double Receipts.

To my mind the trouble with the packing business is because packers close their eyes to the facts that are plainly "written on the wall," and are hunting around for some excuse to account for conditions that they can easily remedy. In my opinion the greatest trouble in the packing business is the determination of some to maintain their volume of killing, irrespective of whether there is a profit in the killing or not.

The second trouble is an over-supply of packing houses, this being an after-effect of the war. There is no doubt but what the killing capacity of the packing houses in the United States is fully double the receipts of livestock.

There are plenty of statistics published regarding the packing business. But the average packer is not willing to use these statistics, but figures that he is smarter than his neighbor, and can guess what the market is going to do three or four months from now. If each packer individually would take the position that he would not kill livestock unless there was a profit in it, there would soon be a profit in killing all the time. The livestock market for the past few weeks proves this conclusively.

One other trouble is that when there is a

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Chicago—Ernst O. Heinsdorf, Chemical Bldg.  
Cleveland—Curtis Bros. Transfer Co.  
Detroit—Brennan Truck Co.

El Paso—R. E. Huthstetner, 616 Mills Bldg.  
Jacksonville—Jacksonville Whse. & Distributing Co.  
Mexico, D. F.—Ernst O. Heinsdorf.  
New York—Roesler & Hasslacher Chemical Co., 709 Sixth Ave.  
Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.  
Norfolk—Southgate Forwarding & Storage Co.  
Philadelphia—Henry Bower Chemical Manufacturing Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., 158 Tenth St.  
Providence—Edwin Knowles, 36 Custom House St.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Savannah Brokerage Co.  
San Francisco—Mailiard & Schmiedell.  
Toledo—Moreton Truck & Storage Co.; G. H. Weddie & Co., 87 Walbridge Ave.  
Washington—Littlefield, Alvord & Co.

profit in it, all try to increase their killing, which fully accounts for the hog market advancing at a season of the year when it should decline rather than advance. Corn is cheap, with every indication that the 1922 crop is a bumper, of unusually good quality, and with cheaper hogs staring us in the face; still the packer in the face of this increases his bids for hogs in the middle of September. \* \* \*

I don't believe the packing business will be where it should be until each individual packer decides that he will not buy livestock unless it can be killed at a profit the day it is bought.

Yours respectfully,

PACKER NUMBER THREE.

(EDITOR'S NOTE—Other communications have been received since these were written, and will appear in an early issue of THE NATIONAL PROVISIONER. Packers are invited to use this medium of discussion freely.)

### SIoux CITY LIVESTOCK MARKETS.

(Continued from page 42.)

are running heavier in weight than demand calls for. The market is showing a heavy slump this week in the face of only 11,000 receipts here for the half week. The slump amounted to 25 to 40 cents today, when \$9.90 bought best light, bulk of good medium and light butchers \$9.00 to \$9.65; good heavies, good quality of around 230 to 250 pounds \$8.25 to \$9.00, regulation heavies, 275 lbs. and up, \$8.00 down to \$7.00, with many of the big heavies at the latter price.

The sheep market has come in for a decline 50 to 75 cents lower for the week.

### ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)

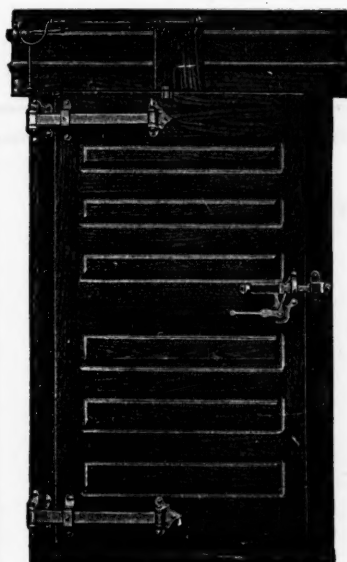
South St. Paul, Minn., Oct. 4.

Liberal receipts and shortage of stock cars for shipping of cattle to Eastern points were bearish factors featuring this week's cattle trade. Under the influence of these bearish factors prices declined 25c to 50c for bulk of the cattle which were of the grass variety, although dry-feds, which were extremely scarce, held at fully steady to strong levels in line with news from Chicago and other outside markets.

Good and choice dry-fed beef steers are quotable from \$8.75 to \$11.50, several small lots and load lots of these having sold between these price limits during the past week. Grass-fat beefs of common and medium grades are being moved from \$5.00 to \$6.50 for the most part with fattest grass-fat steers of good and choice quality as regards beef breeding salable on up around the \$8.00 mark.

A price spread of \$3.00@4.50 includes most of the grass-fat butcher cows and heifers, although best grass-fat cows are selling up to \$5.00@5.50, with a like kind of heifers at \$6.00@6.50.

Canners and cutters are selling from



## JAMISON'S STANDARD TRACK DOOR

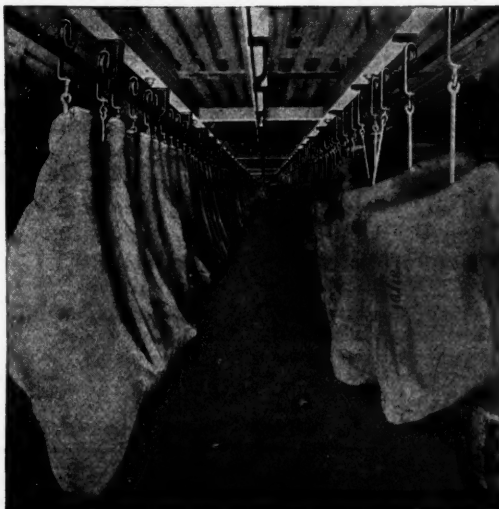
A powerfully constructed, thoroughly insulated Cold Storage Door for Packing Houses, Abattoirs and all plants where overhead rails are in use.

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Interior of a Sharp Freezer Room

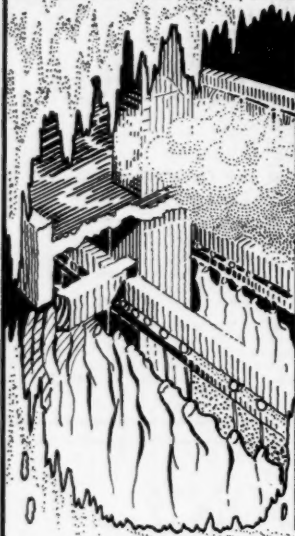
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In brief, this is the reason for the existence of this most modern and efficient cold storage plant.

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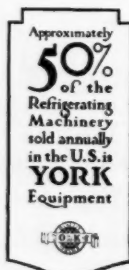
Hogs chilled dry and firm ready to cut in 20 hrs., with brine at 22 to 25° F. Coolers down to 29° F. next morning, permitting a round trip every day.

#### Vigorous air circulation is the answer

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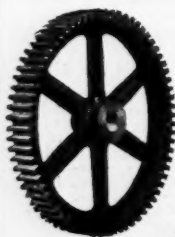
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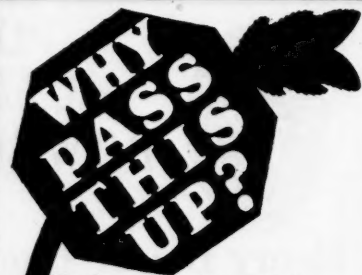
Chicago, 17th & Western Ave. New York, Woolworth Bldg.

\$2.00 to \$3.00. Prices of bologna bulls are around 25c lower than a week ago, this class selling at present from \$3.00 to \$4.00, bulk \$3.25 @ 3.50.

Prices of veal calves have been on the down grade with best light weights selling today from \$9.50 to \$9.75, for the most

part, seconds largely from \$5.00 to \$6.00.

Receipts of nearly 39,000 hogs here during the closing week of September were the heaviest since the week ending July 22. During the first half of this week practically 30,000 hogs have arrived, or an increase of over 6,000 compared with



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the same period of a week ago and nearly 10,000 more than for the same period a year ago. The increase is accounted for largely by an expanded marketward movement of light-weight offerings. The average weight for Tuesday being 208 lbs., or the lightest for the season, and with few exceptions the lightest for the year to date.

Prices are on the down grade, bulk of the light hogs selling today at \$9.25, or 50c to 65c lower than a week ago. Choice 200 to 250-lb. butchers are quotable from \$9.00 to \$9.25, heavier butchers of medium to choice grade from \$8.00 to \$9.00, these quotations being around 25c to 50c or more lower than a week ago. Packing sows sold from \$7.00 to \$7.50, largely \$7.25 to \$7.35 today, or about 50c lower than last Wednesday.

Bulk of the fat native and Dakota lambs are cashing at \$12.75 or 50c lower than a week ago. Packers are buying fat ewes from \$3.50 to \$5.50, bulk of the fleshy ewes, however, going to the country for breeding purposes mostly from \$5.75 to \$6.75.

**EASTERN MEAT TRADE CONDITIONS.**

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

Fresh meat trade at all Eastern markets has been generally dull and prices declining. Supplies accumulated and after mid-week many cars were held on track for lack of space in coolers. Unseasonably warm weather prevailed and was probably the greatest contributing factor to a slow demand.

The limited offerings of good and choice steers found ready outlet at prices mostly steady with the previous Friday's close. Medium and common grades accumulated under an unusually slow demand and after mid-week daily declines were registered. Closing prices on these were unevenly \$1 to \$2 below a week ago. The demand for cows was not equal to the supply and prices broke sharply. Uneven declines of \$1 to \$3 at New York were registered in the week, with other markets showing lesser decline. Bulls were slow generally and prices tended downward. Due to holidays the first part of the week, kosher beef trade was uneven. Following an advance of \$2 early in the week, New York declined \$1, and like other markets, closed weak.

Increased receipts of medium and common veal, coupled with a poor demand, was reflected in daily accumulations. After midweek all markets were weak and declining. Boston closed fully \$1 lower than last Friday and New York and Philadelphia unevenly \$2 to \$5 lower.

With a fair percentage of Canadian lamb among the liberal offerings, markets were dull and prices declining. Sharp breaks were registered at all markets after midweek and closing prices were unevenly \$3 to \$5 below a week ago. While all grades shared in the decline, choice and good were most effective. Orders on these to freeze at \$25 were freely issued.

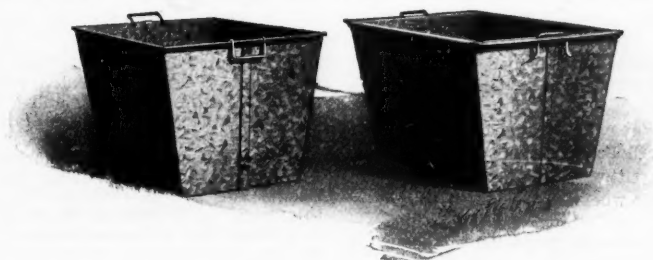
Offerings of mutton were slightly heavier than the previous week and considerably in excess of the slow demand. Barring Boston, where last week's closing prices were generally held, the tendency was sharply downward. New York and Philadelphia both registered declines of \$3 to \$4 on all grades.

Although unseasonably warm weather prevailed generally, fresh pork markets were relatively more steady than other meats. Demand, however, was below normal and the tendency was downward. Light receipts at Philadelphia late in the week had a steady effect on the market and closing conditions were steady at the decline. Closing prices at New York and Boston were mostly \$1 below a week ago and Philadelphia steady to slightly higher.

Boston closed weak on lamb, steady on pork, veal, mutton and better grades of beef, lower grades weak. Some lambs will be frozen. New York closed weak on lamb, veal, mutton, cow beef and poorer grades of steers, good and choice steers steady. Fresh pork will be cleaned up. Some beef and probably some small stock will be carried.

HIGHEST QUALITY—LOWEST PRICE

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MEAT BRANDING  
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**Galvanized Iron Meat Boxes**

**WE** make these meat boxes of the wire rim type in 1, 2, 3 and 4 bushel sizes and the angle rim box in 2, 3 and 4 bushel sizes. We also mount any of these boxes on casters or can furnish meat box trucks for the 3 or 4 bushel sizes.

Write for Catalogue No. 30 showing our full line of packing house trucks.

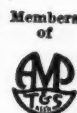
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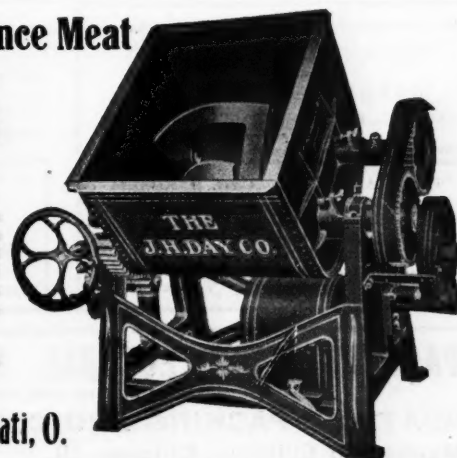
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Meat products of better flavor, because of more thorough blending, can be made with this mixer. Eliminates leakage and waste in your plant. Durably constructed for heavy duty making the first cost the last. "Day" Mixers sold 20 years ago are still in service.

SEVEN SIZES—60 LBS. TO 1100 LBS.

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**THE J. H. DAY CO., Cincinnati, O.**





# Chicago Section

Carl Kroeck of The Cudahy Bros. Co., Milwaukee, Wis., was a visitor in Chicago this week.

M. T. McClelland, treasurer of John Morrell & Co., Ottumwa, Ia., was a visitor in Chicago this week.

W. T. Truelsen, provision manager of the Dold Packing Co., Omaha, Neb., was in Chicago this week.

E. E. Kurzinski of the Joslin Schmidt Co., Cincinnati, O., was a visitor in Chicago during the past few days.

A. Pinous, the well known provision merchant of Philadelphia, Pa., spent a few days in Chicago on a Western trip.

Dr. J. S. Abbott, secretary of the Institute of Margarin Manufacturers, Washington, D. C., has been in Chicago this week.

Charles Kruspe of Tupman, Thurlow & Co. is visiting in Chicago on a trip through the West in which he is combining business with pleasure.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 42,457 cattle, 10,455 calves, 86,339 hogs and 41,769 sheep.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, September 30, 1922, for shipment sold out, ranged from 7.00 to 20.00 cents per pound, averaged 12.59 cents per pound.

J. F. Smith, head of Swift & Company's refinery department, has the sympathy of an army of friends in and out of the trade throughout the United States in the loss of his wife, whose death occurred on September 30. The funeral was on Tuesday of this week.

Provision shipments from Chicago for the week ending Saturday, September 29, 1922, with comparisons, are as follows:

	Past week.	Previous week.	Last year.
Cured meats .....	13,238,000	13,905,000	21,363,000
Lard .....	11,902,000	11,906,000	13,198,000
Fresh meats .....	23,309,000	21,294,000	24,603,000
Pork .....	5,000	4,000	7,000
Canned meats .....	18,000	13,000	34,000

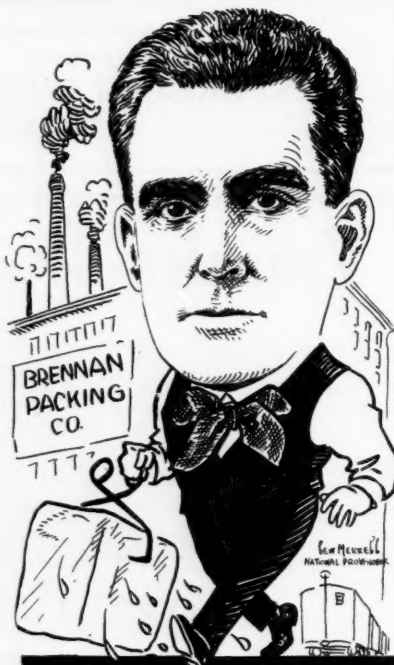
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**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
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Dr. V. Van Peski of Rotterdam, Holland, secretary of the Netherlands Association for the trade in Fats, Oils and Oleaginous Seeds, who is in the United States on an inspection trip, was the guest of the foreign trade committee of the Institute of American Meat Packers at luncheon at the Saddle and Sirloin Club on Thursday of this week. A conference followed on matters connected with co-operation between the two organizations in the transaction of export business in fats and oils. Dr. Van

## Meat Trade Movies—No. 14.



### HOW'D YOU LIKE TO BE THE ICE MAN?

Barney Brennan finds that ice not only preserves meats, but profits as well. He is very proud of the new plant of the Brennan Packing Co. at Chicago.

Peski also is vice-president of the Netherlands Investment Company, which has large mortgage holdings in Canada and the United States, and his tour will cover pretty much the whole continent.

James P. Hon, a salesman for Morris & Company traveling out of St. Louis, is the luckiest fan in the world today. While thousands of fans were scrambling for world's series tickets, Hon was handed a complete set on a silver platter by Ban B.

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Johnson, president of the American Baseball League, accompanied by his personal check for \$100, and including round-trip transportation between St. Louis and New York. Edward Morris, president of Morris & Company, granted him leave of absence with full pay to attend the world series games. It all came about by Hon solving the "pop bottle mystery." During the recent crucial series between the New York Yankees and the St. Louis Browns, Fielder Whitey Witt of the Yanks was struck by a pop bottle and so injured that he had to be carried off the field. Great indignation was expressed by fans and players all over the country, and great effort was made to find the supposed thrower of the bottle. Hon, who happened to have a seat very near to where the accident occurred, solved the mystery when in a letter to President Johnson he explained just how the accident occurred. Witt, while running, stepped on the neck of the bottle, causing it to bounce up and strike him in the head. Mr. Johnson was so well pleased with Hon's solution of what had appeared to be an unsportsman-like incident that he sent him the tickets and check.

## CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers with top prices for selects, compared to the same time a week ago and a year ago are reported as follows by the Markets of Intelligence Division of the Dominion Department of Agriculture for the week ending September 28, 1922:

	Sales			Top price good steers (1,000-1,200 lbs.)		
	Week ending Sept. 28, 1922.	Same week ending Sept. 21, 1921.	Week ending Sept. 28, 1921.	Week ending Sept. 28, 1922.	Same week ending Sept. 21, 1921.	Week ending Sept. 28, 1921.
Toronto (U. S. Y.)	5,640	8,330	6,623	\$7.50	\$7.25	\$7.25
Montreal (Pt. St. Chs.)	553	1,040	463	6.25	6.25	6.00
Montreal (E. End)	844	1,767	584	6.25	6.25	6.00
Winnipeg	9,105	7,015	12,046	5.75	6.00	5.50
Calgary	2,351	1,492	4,730	4.55	4.00	4.00
Edmonton	3,488	1,091	2,589	4.50	5.50	4.75
Prince Albert	...	...	...	...	...	...
Moose Jaw	...	...	...	...	...	...

	Sales			Top price good calves (1,000-1,200 lbs.)		
	Week ending Sept. 28, 1922.	Same week ending Sept. 21, 1921.	Week ending Sept. 28, 1921.	Week ending Sept. 28, 1922.	Same week ending Sept. 21, 1921.	Week ending Sept. 28, 1921.
Toronto (U. S. Y.)	1,158	1,906	1,263	\$12.00	\$13.00	\$12.50
Montreal (Pt. St. Chs.)	960	2,268	956	10.00	10.00	10.00
Montreal (E. End)	1,305	2,202	1,035	10.00	10.00	10.00
Winnipeg	853	1,249	843	6.00	6.00	6.00
Calgary	682	426	825	4.25	5.50	4.25
Edmonton	688	76	391	4.25	5.50	4.00
Prince Albert	...	...	...	...	...	...
Moose Jaw	...	...	...	...	...	...

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**BROKER**  
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## HYMNS CHICAGO HOG AND STEER.

In response to a poem on the Chicago stockyards by J. C. Squire, a British poet, which damned the packing industry in free verse, several American poets have taken up the cudgels in defense of this American business institution. Recently, in a different style but just as effectively, R. D. Hebb of the public relations department of Swift & Company has written as follows:

To the Editor:

O man! 'tis good to find a sinner who fully appreciates his dinner, and who, forsooth, does see the need of giving packer man his mead of praise for work well done. The packer poet's on the job, he talked to Squire, who sought to rob our city fair of its good name and hold us up to lasting shame and put us on the run.

One E. E. Morgan, doughty wight, wrote verse, not free, but full o' fight. He told friend Squire just what was what. He said the world would go to pot without the packer. He then extolled the virtues many of ham and bacon. It got his nanny when our fair burg was called a slacker.

I hate to think that J. C. Squire should drag our business in the mire to make a rhyme. I'll wager much that he does eat much meat and knows he gets a treat when he does dine.

The way to see our Packingtown, to do the thing up proper—brown—is just to use your eyes. The meats we eat don't grow on trees, they're not put up by honey bees. They're kept on ice. We do the very best we can, but just 'twixt us—as man to man—it's not a parlor job. And so, when each day's work is o'er, we've killed a lot—and shipped some more. But why the sob? We are content because we know we've done our best to feed the world—and that's the test of all good men.

## CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

The outstanding feature of the week was the extreme narrowness of demand for fresh meat products. Six days of exceedingly warm weather, coupled with Jewish fast day at the opening of the week, caused a weak tone to the trade on all classes of fresh meats. While supply was moderate, indications toward midweek pointed to an accumulation of beef, veal and lamb. Receipts of pork were normal, but demand slackened from day to day, causing forced sales. Transportation has shown considerable improvement at a time which upset salesmen's calculations.

Common and medium steer carcasses were available in liberal proportions, with a fair supply of good and only a few choice grades. The opening on Monday was not maintained. Although the better grades held fairly steady, the lower grades declined generally \$1 to \$2. Chucks and rounds were draggy, while ribs and loins enjoyed a fair outlet. Few good cows were included in she-stock supplies, the bulk consisting of medium and common kinds from western points, which ranged \$1 to \$2 lower in price. Bulls, under light demand, declined 50c during the week. After the holidays the kosher trade increased, holding prices generally steady for the remainder of the week.

Receipts of veal carried liberal proportions of all grades, including many from western plants, forcing a decline of generally \$2 on account of the lack of buying demand, rather than increased offerings.

The trade did not take kindly to the sharp advance in lambs a short while ago, and, with supplies too ample for demand, value tended lower as the week progressed. Seemingly, lamb consumption stopped, as this trade became demoralized after mid-week, with prices generally \$2 lower.

Supplies of mutton were light, and, under fair demand, prices held fairly steady

until the close, when a decline of \$1 was registered in sympathy with lambs.

The warm weather at the opening was not conducive to a ready pork movement and values worked lower through the week under supplies which were about normal. It was not a question of prices, but one of demand.

Compared with last Friday, better grades of beef 50c lower, lower grades \$1 to \$2 lower, veal \$2 lower, lambs \$2 lower, mutton \$1 lower and pork \$2 to \$3 lower. Lower grade beef, veal and all lambs closed weak, while the better grades of beef, veal and all mutton will clean up. There will be some carryover on pork.

## J. B. GOOGINS PASSES AWAY.

J. B. Googins, manager of the Fort Worth, Texas, plant of Swift & Co., and son of the late David S. Googins, one of Chicago's pioneer meat packers, died recently in Fort Worth.

Mr. Googins had been manager of the Fort Worth plant since it was opened in 1902 and had been connected with Swift & Co. since 1900. He was born in Chicago in 1874. On leaving school he entered the packing industry with the old Chicago Packing and Provision Company in 1895. Shortly afterward he went to Texas for Swift & Co.

Mr. Googins was not only identified with the growth of Swift & Company's Fort Worth plant but was one of the founders of the North Fort Worth National Bank. He was active in civic affairs of Fort Worth.

## MEAT INSPECTION CHANGES.

Recent meat inspection changes in the federal meat inspection service are reported by the U. S. Bureau of Animal Industry as follows:

Meat Inspections Inaugurated.—Superior Packing Co., 742-744 West Forty-fifth street, Chicago, Ill.; the Great Atlantic & Pacific Tea Co., Swan and Hamburg streets, Buffalo, N. Y.; \*Fremont Canning Co., Fremont, Mich.; \*J. B. Ireton, Rachel street and Henshaw avenue, Cincinnati, Ohio; \*Carl B. Erck, 185 Fort Greene place, Brooklyn, N. Y.; A. Chieffetz & Greenberg, 307 Johnson avenue, Brooklyn, N. Y.—mail, 264 Hudson avenue, Brooklyn, N. Y.

Meat Inspection Withdrawn.—Hauser Packing Co., Los Angeles, Cal.; Abraham Plaut, Brooklyn, N. Y.; Strauss-Kohn Co., Chicago, Ill.; Nut Grove Butter Co., Syracuse, N. Y.; the Proctor & Gamble Co., Macon, Ga.; \*John H. Bare, Cincinnati, Ohio; \*Ehrhardt Haehnle, Cincinnati, Ohio.

\*Conducts slaughtering.

## FOREIGN EXCHANGE SITUATION.

Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.

Country.	Unit.	Par value in U. S. money.	Value on Oct. 5, 1922.
Austria—Krone	100	2.03	.00014
Belgium—Franc	100	.0716	
Czecho-Slovakia—Krone	100	.0336	
Denmark—Krone	100	.2064	
Finland—Finnmark	100	.0228	
France—Franc	100	.0761	
Germany—Mark	100	.0004%	
Great Britain—Pound	100	4.866	4.42%
Greece—Drachma	100	.0285	
Italy—Lira	100	.0432	
Japan—Yen	100	.4825	
Jugo-Slavin—Krone	100	.0034	
Netherlands—Florin	100	.3886	
Norway—Krone	100	.1775	
Poland—Polish mark	100	.000113	
Roumania—Leu	100	.0061	
Russia—Rouble	100	.515	
Serbia—Dinar	100	.0138	
Spain—Peseta	100	.1524	
Sweden—Krona	100	.2652	
Switzerland—Franc	100	.1870	
Turkey—Turkish pound	100	4.40	

\*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, October 5, 1922, with comparisons, are reported to The National Provisioner as follows:

	Week ending Oct. 5.	Previous week.	Cor. week, 1921.
Armour & Co.	12,800	12,000	9,600
Anglo-Amer. Provision Co.	7,300	6,400	6,300
Swift & Co.	12,800	11,300	9,200
G. H. Hammond & Co.	8,200	6,400	5,700
Morris & Co.	13,600	9,800	6,300
Wilson & Co.	10,200	8,400	7,700
Boyd-Lunham & Co.	4,900	4,600	5,500
Western Pkg. & Prov. Co.	7,500	9,100	10,600
Roberts & Oake	4,000	3,500	3,700
Miller & Hart	4,500	3,300	3,900
Independent Packing Co.	4,900	3,900	5,400
Brennan Packing Co.	5,700	5,600	4,600
Wm. Davies Co.	1,200	100	.....
Agar Pkg. Co.	1,800	1,500	.....
Others	8,100	7,600	6,100
Total	107,500	95,500	84,600

## CHICAGO PORK QUOTATIONS.

Wholesale prices of cured pork and pork products per 100 pounds, for the week ending September 22, 1922, with comparisons, are quoted by the U. S. Bureau of Markets as follows at Chicago:

	(Per 100 pounds.)	Sept. 22.	Sept. 15.	Aug. 25.
Hams, smoked, 14-16 average.	\$22.00-23.00	\$21.00-22.00	\$21.00-23.00	
Hams, fancy, 14-16 average.	24.00-25.00	23.50-25.00	25.00-27.00	
Picnics, smoked, 4-8 average.	13.00-16.50	12.75-16.00	14.50-17.00	
Bacon, breakfast, 6-8 average.	27.00-29.00	25.00-28.00	25.00-28.00	
Bacon, fancy, 6-8 average.	33.00-36.00	32.00-35.50	33.00-36.00	
Bellies, D. S., 14-16 average.	16.25-17.00	16.00-16.25	15.50-16.25	
Backs, D. S., 14-16 average.	13.00-13.25	12.00-13.25	12.00-13.75	
Pure lard, tierces	12.75-13.75	11.25-13.50	12.50-14.00	
Compound lard, tierces	11.00-12.50	11.00-12.50	12.50-13.00	

## CHICAGO STOCKS OF PROVISIONS.

Stocks of provisions in Chicago at the close of business September 30, 1922, as reported officially by the Board of Trade, with comparisons, were as follows:

	Sept. 30, 1922.	Aug. 31, 1922.	Sept. 30, 1921.
M. pork, new, made since Oct. 1, 1921, bbls.	590	1,125	456
M. pork, made Oct. 1, 1922, to Oct. 1, 1921, other kinds of barrelled pork, bbls.	19,942	23,157	18,867
*P. S. lard, made since Oct. 1, 1921, lbs.	33,340,363	60,462,907	27,550,345
P. S. lard, made Oct. 1, 1920, to Oct. 1, 1921, lbs.	.....	.....	.....
P. S. lard, previous to Oct. 1, 1920, lbs.	3,563,578	5,163,544	6,197,570
Other kinds of lard, lbs.	.....	.....	.....
Short rib sides, made since Oct. 1, 1921, lbs.	1,311,175	1,881,499	5,311,835
Short rib sides, made previous to Oct. 1, 1921, lbs.	.....	.....	.....
Short clear sides, lbs.	371,846	518,825	636,182
Extra short clear sides, made since Oct. 1, 1921, lbs.	451,353	795,313	552,140
Extra short clear sides, made previous to Oct. 1, 1921, lbs.	103,183	349,145	208,573
Extra short rib sides, lbs.	2,346,248	2,717,221	2,450,270
Dry salted short fat backs, lbs.	160,584	161,612	237,852
Dry salted shoulders, lbs.	18,464,257	27,998,351	26,040,780
Sweet pickled hams, lbs.	20,644,569	23,538,847	15,851,708
Sweet pickled skinned hams, lbs.	16,380,246	17,987,142	13,238,211
Sweet pickled bellies, lbs.	6,806,334	7,666,166	7,579,270
Sweet pickled Calif. or picnic hams, lbs.	.....	.....	.....
Sweet pickled Boston shoulders, lbs.	8,606,596	10,316,965	5,592,164
Sweet pickled shoulders, lbs.	71,290	273,985	126,469
Other cuts of meats, lbs.	7,778,929	9,797,449	10,395,143
Total cut meats, lbs.	83,496,310	104,062,520	88,220,597

\*In storage tanks and tierces.

The movement of products was as follows:

	Received—Sept., 1922.	Received—Sept., 1921.	Shipped—Sept., 1922.	Shipped—Sept., 1921.
Pork, bbls.	400	16,146	31,604	
Lard, gross weight, lbs.	6,051,000	5,170,000	45,180,000	58,089,000
Meats, gross weight, lbs.	7,322,000	6,378,000	40,357,000	91,897,000
Live hogs, No.	519,280	510,788	103,476	103,241



## CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 25...	29,963	4,323	35,818	25,963
Tuesday, Sept. 26...	12,344	4,319	22,333	14,846
Wednesday, Sept. 27...	15,024	2,768	18,333	17,633
Thursday, Sept. 28...	11,803	4,117	25,100	12,018
Friday, Sept. 29...	3,672	1,194	26,276	9,150
Saturday, Sept. 30...	2,500	500	6,000	4,000

Total for week...	75,304	17,221	127,860	83,550
Previous week...	73,760	15,066	117,766	83,215
Year ago...	65,708	13,368	126,432	148,779
Two years ago...	69,425	11,889	100,235	119,306

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 25...	4,176	107	4,643	4,475
Tuesday, Sept. 26...	4,814	617	2,938	2,928
Wednesday, Sept. 27...	5,563	601	1,743	8,492
Thursday, Sept. 28...	4,471	460	3,359	5,571
Friday, Sept. 29...	3,615	320	4,064	6,161
Saturday, Sept. 30...	800	100	1,000	1,000

Receipts at Chicago for the year to September 30, 1922, with comparisons:

	1922.	Year.	1921.
Cattle	2,204,844		2,022,462
Calves	509,923		530,650
Hogs	3,821,400		5,920,798
Sheep	2,754,186		3,453,009

Total receipts of hogs at eleven markets:			
	Week.	Year to date.	
Week ending September 30...	457,000	20,899,000	
Previous week...	453,000		
Cor. week, 1921...	21,171,000		
Cor. week, 1920...	21,430,000		
Cor. week, 1919...	23,424,000		
Cor. week, 1918...	22,536,000		
Cor. week, 1917...	19,386,000		
Cor. week, 1916...	21,736,000		
Cor. week, 1915...	19,481,000		
Cor. week, 1914...	17,153,000		
Cor. week, 1913...	18,601,000		
Cor. week, 1912...	19,126,000		
Cor. week, 1911...	18,500,000		

Combined receipts at seven points for week ending September 30, 1922, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Sept. 30...	353,000	377,000	276,000
Previous week...	314,000	325,000	250,000
1921...	242,000	315,000	386,000
1920...	283,000	280,000	385,000
1919...	324,000	305,000	405,000
1918...	344,000	375,000	575,000
1917...	355,000	208,000	361,000
1916...	273,000	375,000	448,000
1915...	248,000	221,000	383,000
1914...	225,000	208,000	473,000

Combined receipts at seven markets for year to September 30, 1922, with comparisons:

	Cattle.	Hogs.	Sheep.
1922...	7,491,000	16,900,000	7,141,000
1921...	6,482,000	16,483,000	8,698,000
1920...	7,416,000	17,131,000	8,671,000
1919...	8,200,000	19,217,000	10,200,000
1918...	9,106,000	18,360,000	8,428,000
1917...	7,600,000	15,838,000	7,208,000
1916...	6,341,000	17,758,000	8,286,000
1915...	5,466,000	14,838,000	8,038,000

Chicago packers' hog slaughter for week ending September 30, 1922:

Armour & Co.	14,200
Anglo-American Provision Co.	6,900
Swift & Co.	13,700
G. H. Hammond Co.	7,700
Morris & Co.	13,700
Wilson & Co.	12,800
Foyd-Lanham	5,000
Western Packing & Provision Co.	8,600
Roberts & Onke	3,900
Miller & Hart	4,100
Independent Packing & Provision Co.	4,900
Brennan Packing Co.	6,100
William Davies Co.	2,000
Others	13,500

Total	117,100
Previous week	91,100
Year ago	105,500
Two years ago	86,700
Three years ago	105,300

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Sept. 30...	\$10.55	\$9.25	\$5.95	\$14.30
Previous week...	10.25	9.00	6.40	13.85
Cor. week, 1921...	7.80	7.25	4.40	8.35
Cor. week, 1920...	14.50	15.90	6.20	13.00
Cor. week, 1919...	16.00	15.75	8.10	15.40
Cor. week, 1918...	15.00	18.95	11.00	15.25
Cor. week, 1917...	12.30	18.90	11.90	18.00
Cor. week, 1916...	9.05	9.45	7.40	9.90
Cor. week, 1915...	9.20	8.00	5.80	8.85
Cor. week, 1914...	9.10	7.90	5.20	7.50
Cor. week, 1913...	8.35	8.25	4.65	7.05
Cor. week, 1912...	8.05	9.07	3.85	6.45
Cor. week, 1911...	6.95	6.48	3.80	6.00

Average, 1911-1921... \$10.60 \$11.45 \$6.55 \$10.50

Prices at Chicago, Thursday, September 30:

## CATTLE.

Beef Steers:	
Med. and heavy wt. (1,100 lbs. up)...	\$11.10@12.70
Choice and prime...	9.00@11.70
Good...	7.35@9.00
Medium...	6.00@7.35
Common...	
Light weight (1,100 lbs. down)...	
Choice and prime...	10.90@12.65
Good...	8.85@10.90
Medium...	7.25@8.85
Common...	5.75@7.35

## Butcher Cattle.

Hefers, common choice...	4.65@9.15
Cows, common choice...	3.65@8.15
Bulls, Bologna and beef...	3.50@6.25

## Canners and Cutters:

Cows and heifers...	2.90@3.65
Canner steers...	3.50@4.50

## Veal Calves:

Light and med. weight, med. good and choice...	8.25@11.50
Heavy weight, common choice...	3.50@6.50

## HOGS.

Top...	\$10.00
Bulk of sales...	7.90@9.95
Heavy weight (250 lbs. up), med. choice...	8.70@9.90
Med. weight (200-250 lbs.), med. choice...	9.70@9.90
Light weight (150-200 lbs.), com. choice...	9.35@9.85
Light lights (150-150 lbs.), com. choice...	9.25@9.50
Packing sows (250 lbs. up), smooth...	7.50@8.20
Packing sows (200 lbs. up), rough...	7.00@7.60
Killing pigs (130 lbs. down), med. choice...	8.50@9.25

## SHEEP.

Lambs (85 lbs. down), medium prime...	\$12.50@14.40
Culls and common...	8.50@12.25
Yearling wethers...	8.75@12.25
Wethers, medium prime...	6.25@8.75
Ewes, medium choice...	3.50@6.75
Culls and common...	2.00@3.75
Breeding ewes...	4.50@11.50
Feeding lambs, medium choice...	13.00@14.40

## CHICAGO PROVISION MARKET

Official Board of Trade Range of Prices.

SATURDAY, SEPTEMBER 30, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Sept.	\$11.30	\$11.30	\$11.20	\$11.20
Oct.	10.95	11.30	10.95	11.10
Jan.	9.10	9.10	9.05	9.10
RIBS—(Boxed 25c more than loose)—				
Sept.			10.75	
Oct.			10.37½	

MONDAY, OCTOBER 2, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.	11.22½	11.22½	11.17½	11.17½
Jan.			9.15	
May			9.35	
RIBS—(Boxed 25c more than loose)—				
Oct.			10.37½	

TUESDAY, OCTOBER 3, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.	11.20	11.20	11.10	11.10
Jan.	9.12½	9.12½	9.12½	9.12½
May			9.35	
RIBS—(Boxed 25c more than loose)—				
Oct.			10.37½	

## WEDNESDAY, OCTOBER 4, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.	11.10	11.20	11.02½	11.10
Jan.	9.15	9.15	9.12½	9.12½
RIBS—(Boxed 25c more than loose)—				
Oct.			10.37½	

THURSDAY, OCTOBER 5, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.	11.10	11.20	11.10	11.17½
Jan.	9.20	9.22½	9.17½	9.17½
RIBS—(Boxed 25c more than loose)—				
Oct.	10.75	10.75	10.75	10.75

FRIDAY, OCTOBER 6, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Oct.	11.22-11.27½	11.45	11.22½	11.45
Jan.	9.25	9.27½	9.22½	9.27
May	9.55	9.55	9.55	9.55
RIBS—(Boxed 25c more than loose)—				
Oct.	10.77½	10.77½	11.75	11.75

## CHICAGO RETAIL FRESH MEATS

Corrected weekly by C. W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

## Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end...	32	30	22
Rib roast, light end...	40	34	24
Chuck roast...	22	20	14
Steaks, round...	35	34	25
Steaks, sirloin, first cut...	46	42	30
Steaks, porterhouse...	62	50	32
Steaks, flank...	30	25	15
Beef stew, chuck...	18	15	14
Corned briskets, boneless...	22	20	18
Corned plates...	12	10	10
Corned rumps, boneless...	25	22	18

## Lamb.

	Good.	Com.
Hindquarters...	42	30
Legs...	45	33
Stews...	20	15
Chops, Shoulder...	30	25
Chops, rib and loin...	50	35

## Mutton.

Legs...	22	
Stew...	15	
Shoulders...	20	
Chops, rib and loin...	35	

## Pork.

Loins, whole, 8@10 avg...	38	@40
Loins, whole, 10@12 avg...	35	@37
Loins, whole, 12 to 14...	32	@34
Loins, whole, 14 and over...	32	@32
Chops...	40	@42
Shoulders...	40	@40
Butts...	20	@24
Spareribs...	14	@14
Hocks...	15	@15
Leaf lard, unrendered...	12	@12

## Veal.

Hindquarters...	30	@36
Forequarters...	15	@20
Legs...	30	@40
Loins...	12½	@18
Shoulders...	18	@25
Cutlets...	18	@45
Rib and loin chops...	40	@40

## Butchers' Offal.

Suet...	4	@4
Shop fat...	2	@2
Bones, per 100 lbs...	50	@50
Calf skins...	16	@16
Kips...	14	@14
Deacons...	16	@16

## CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran...	6%	6%
Crystals...	7%	7%
Double refined nitrate of soda, f. o. b.		
N. Y. & S. F. carloads...	4½	4½
Less than carloads, granulated...	4%	4%
Crystals...	5%	5%
Kegs, 100@130 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	11½	
Crystal to powdered, in bbls. in 5-ton lots or more...	11½	
In bbls. in less than 5-ton lots...	12	
Borax, carloads, powdered, in bbls.	5½	6½
In ton lots, gran. or powdered, in bbls.	5½	
Sugar—		
Raw sugar, 96 basis, 3c Cuba. Duty paid	@ 5.25	
Second sugar, 90 basis	@ 4.50	
Syrup, testing 63 to 65 combined sucrose and invert	@ 22	
Standard, granulated, f. o. b. refinery (less 2 per cent)	@ 6.50	
Plantation, granulated, f. o. b. New Orleans (less 2 per cent)	@ 6.30	
White clarified, f. o. b. New Orleans (net)	@ 5%	
Yellow clarified, f. o. b. New Orleans (net)	@ 5%	
Salt—		
Granulated, car lots, per ton, f. o. b. Chi.		
Medium, car lots, per ton, f. o. b. Chicago, bulk	\$ 9.80	
Rock, car lots, per ton, f. o. b. Chicago, bulk	11.80	
	7.30	

## DRYERS AND CONTINUOUS PRESSES



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending	Cor. week,
	Oct. 7,	1921.
Prime native steers.....	17	@18
Good native steers.....	15	@16 1/2
Medium steers.....	13	@14
Heifers, good.....	12	@16
Cows.....	7	@11
Hind quarters, choice.....	23	@24 1/2
Fore quarters, choice.....	11	@12

## Beef Cuts.

Steer Loins, No. 1.....	@38	@30
Steer Loins, No. 2.....	@32	@28
Steer Short Loins, No. 1.....	@38	@38
Steer Short Loins, No. 2.....	@40	@35
Steer Loin Ends (hips).....	@27	@24
Steer Loin Ends, No. 2.....	@26	@26
Cow Loins.....	15	@23
Cow Short Loins.....	18	@28
Cow Loin Ends (hips).....	12	@16
Steer Ribs, No. 1.....	@28	@21
Steer Ribs, No. 2.....	@25	@18
Cow Ribs, No. 1.....	@7	@17
Cow Ribs, No. 2.....	@19	@15
Cow Ribs, No. 3.....	@10	@10
Steer Rounds, No. 1.....	@14	@13
Steer Rounds, No. 2.....	@14	@13
Steer Chucks, No. 1.....	@11	@10
Steer Chucks, No. 2.....	9	@8
Cow Rounds.....	9	@12 1/2
Cow Chucks.....	8	@10 1/2
Steer Plates.....	6	@5
Medium Plates.....	7 1/2	@5
Briskets, No. 1.....	@15	@16
Briskets, No. 2.....	@12	@13
Steer Navel Ends.....	@4 1/2	@4
Cow Navel Ends.....	@3 1/2	@4
Fore Shanks.....	@4 1/2	3 1/2 @ 3
Hind Shanks.....	@3 1/2	@3
Rolls.....	18	@23
Strip Loins, No. 1, boneless.....	@60	@55
Strip Loins, No. 2.....	@55	@45
Strip Loins, No. 3.....	@12	@12
Sirloin Butts, No. 1.....	@35	@33
Sirloin Butts, No. 2.....	25	@30
Sirloin Butts, No. 3.....	12	@17
Beef Tenderloins, No. 1.....	@75	@75
Beef Tenderloins, No. 2.....	@65	@65
Rump Butts.....	18	@20
Flank Steaks.....	@17	@20
Boneless Chucks.....	7	@8
Shoulder Clods.....	@13	@15
Hanging Tenderloins.....	@8	@8
Trimnings.....	@8	@8

## Beef Product.

Brains, per lb.....	6 1/2 @ 8	5 1/2 @ 7
Hearts.....	4 1/2 @ 6	2 1/2 @ 6
Tongues.....	28 @30	24 @28
Sweetbreads.....	32 @35	24 @28
Ox-Tail, per lb.....	5 @ 8	4 @ 8
Fresh Tripe, plain.....	6 @ 8	5 @ 8
Fresh Tripe, H. C.....	6 1/2 @ 9	7 @ 9
Livers.....	6 1/2 @ 9	7 @ 9
Kidneys, per lb.....	10 1/2 @ 10	8 @ 8

## Veal.

Choice Carcass.....	19 @20	18 @20
Good Carcass.....	14 @15	14 @17
Good Saddle.....	22 @28	20 @28
Good Backs.....	12 @14	12 @15
Medium Backs.....	5 @ 7	@

## Veal Product.

Brains, each.....	7 @ 8	6 @ 8
Sweetbreads.....	56 @60	49 @55
Calf Livers.....	26 @32	26 @33

## Lamb.

Choice Lambs.....	25 @28	@19
Medium Lambs.....	22 @24	@17
Choice Saddle.....	32 @34	@24
Medium Saddle.....	@30	@21
Choice Fores.....	@23	@21
Medium Fores.....	@21	@14
Lamb Fries, per lb.....	@23	@30
Lamb Tongues, each.....	@18	@18
Lamb Kidneys, per lb.....	@23	25 @28

## Mutton.

Heavy Sheep.....	@7	@7
Light Sheep.....	@14	@10
Heavy Saddle.....	@9	@9
Light Saddle.....	@18	@13
Heavy Fores.....	@5	@5 1/2
Light Fores.....	@12	@7
Mutton Legs.....	@21	@16
Mutton Loins.....	@10	@10
Mutton Stew.....	@7	@3
Sheep Tongues, each.....	@8	@18
Sheep Heads, each.....	@10	@10

## Fresh Pork, Etc.

Dressed Hogs.....	18 @19	@15
Pork Loins.....	@28	@24
Leaf Lard.....	@12	@11 1/2
Tenderloin.....	@50	@52
Spare Ribs.....	@11	@9
Butts.....	@17	@16
Hocks.....	@11	@11
Trimnings.....	11 1/2 @11 1/2	@10 1/2
Extra lean trimmings.....	14 1/2 @15	@15
Tails.....	@7	@7
Snouts.....	@5	@4
Pigs' Feet.....	@4 1/2	@3 1/2
Pigs' Heads.....	@6	@6
Blade Bones.....	@12	@9
Blade Meat.....	@12 1/2	@12
Cheek Meat.....	@9 1/2	@9
Hog Livers, per lb.....	3 1/2 @ 4	4 @ 7
Neck Bones.....	@14	@13
Skinned Shoulders.....	@14	@13
Pork Hearts.....	@5	@5
Pork Kidneys, per lb.....	@5	@4
Pork Tongues.....	@18	@12
Slip Bones.....	@9	@9
Tail Bones.....	@8	@8
Brains.....	@8	@8
Back fat.....	@12	@13
Hams.....	@19	@19
Calam.....	@11	@11
Belilles.....	@22	@16

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@22
Country style sausage, fresh, in link.....	@15
Country style sausage, fresh, in bulk.....	@14
Country style sausage, smoked.....	@17
Mixed sausage, fresh.....	@13
Frankfurts in pork casings.....	@13
Frankfurts in sheep casings.....	@15
Bologna in beef middles, choice.....	@14
Bologna in beef middles, choice.....	@14
Bologna in cloth, paraffined, choice.....	@14
Liver sausage in hog bungs.....	@16
Liver sausage in beef rounds.....	@10
Head cheese.....	@11
New England luncheon specialty.....	@22
Liberty luncheon specialty.....	@16
Mixed luncheon specialty.....	@14
Tongue sausage.....	@19
Blood sausage.....	@14
Polish sausage.....	@14
Sausage.....	@14

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@49
Cervelat, new condition, in hog bungs.....	@15
Cervelat, new condition, in beef middles.....	@15
Thuringer Cervelat.....	@20
Hammer.....	@24
Holsteiner.....	@20
B. C. Salami, choice.....	@43
B. C. Salami, new condition.....	@20
Milano salami, choice, in hog bungs.....	@42
Prisces, choice, in hog middles.....	@51
Genoa style salami.....	@31
Peperoni.....	@31
Mortadella, new condition.....	@19
Capricola.....	@47
Italian style hams.....	@40
Virginia style hams.....	@40

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	5.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.00
Large tins, 1 to crate.....	7.00

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, per set.....	.34
Beef rounds, export, per set.....	.36
Beef middles, per set.....	1.25
Beef bungs, No. 1, per piece.....	.18
Beef bungs, No. 2, per piece.....	.18
Beef weasands, No. 1, per piece.....	.17
Beef weasands, No. 2, per piece.....	.08 1/2
Beef bladders, small, per doz.....	1.70
Beef bladders, medium, per doz.....	1.30
Beef bladders, large, per doz.....	1.80
Hog casings, medium, f. o. b.....	1.00
Hog middles, with cap, per set.....	.17
Hog middles, without cap, per set.....	.15
Hog bungs, export.....	.23
Hog bungs, large.....	12 1/2 @
Hog bungs, medium.....	.08
Hog bungs, narrow.....	.08 1/2
Hog stomachs, per piece.....	.08
Imported sheep casings, extra wide.....	
Imported sheep casings, medium wide.....	
Imported sheep casings, medium.....	

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. barrel.....	14.00
Pork tongues, 200-lb. barrel.....	45.00
Lamb tongues, long cut, 200-lb. bbl.....	43.00
Lamb tongues, short cut, 200-lb. bbl.....	48.00

## CANNED MEATS.

	No. 1/2	No. 1	No. 2	No. 6.
Corned beef.....	\$ 2.35	\$ 4.50	\$15.00	
Roast beef.....	2.40	4.50	15.00	
Roast mutton.....	2.40	4.75	16.50	
Sliced dried beef.....	2.50	4.50		
Ox tongue, whole.....		17.50	56.00	
Lunch tongue.....	2.50	4.75	8.75	32.50
Corned beef hash.....	1.50	2.75	4.25	
Hamburger steaks with onions.....	1.50	2.35	4.25	
Vienna style sausage.....	1.15	2.25	4.15	
Veal loaf, medium size.....	2.00			
Chili con carne with, or without, beans.....		1.25		
Potted meats.....	.80			

## BARBELED PORK AND BEEF.

Mess pork, regular.....	26.00
Family back pork, 20 to 34 pieces.....	27.50
Family back pork, 35 to 45 pieces.....	28.50
Clear pork back, 40 to 50 pieces.....	26.50
Clear pork back, 50 to 60 pieces.....	23.50
Clear plate pork, 20 to 35 pieces.....	20.50
Clear plate pork, 35 to 45 pieces.....	20.00
Bean pork.....	19.00
Brisket pork.....	23.50
Plate beef.....	14.00
Extra plate beef, 200-lb. barrels.....	15.50

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi-	
cago.....	@19
Cartons, rolls or prints, 1 lb.....	@19
Cartons, rolls or prints, 2 @5 lbs.....	@19 1/2
Shortenings, 30 @60 lb. tubs.....	@16
Nut Margarine, prints, 1 lb.....	@20

## DRY SALT MEATS.

Extra short clears.....	@12 1/2
Extra short ribs.....	@12 1/2
Short clear middles, 60 avg.....	@12
Clear bellies, 14 @16 lbs.....	@15 1/2
Clear bellies, 18 @20 lbs.....	@14 1/2
Clear bellies, 20 @25 lbs.....	@14 1/2

Clear bellies, 25 @30 lbs.....	@13 1/2
Rib bellies, 20 @25 lbs.....	@14 1/2
Rib bellies, 25 @30 lbs.....	@13 1/2
Fat backs, 10 @12 lbs.....	@9 1/2
Fat backs, 12 @14 lbs.....	@11
Fat backs, 14 @16 lbs.....	@11
Regular plates.....	@10
Butts.....	@8 1/2

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14 @16 lbs.....	@25
Skinned hams, fancy, 10 @15 lbs.....	@27 1/2
Standard regular hams, 12 @16 lbs.....	@27 1/2
Picnics, 6 @8 lbs.....	@15
Breakfast bacon, fancy, 6 @8 lbs.....	@37
Standard bacon, 6 @8 lbs.....	@30 1/2
Standard bacon, 8 @12 lbs.....	20 1/2 @28 1/2
Standard bucon, 12 @14 lbs.....	@28 1/2
Standard bacon strips, 6 @7 lbs.....	@27
Cooked hams, choice, skin on, surplus fat off, smoked.....	@37
Cooked hams, choice, skinned, surplus fat off, smoked.....	@38
Cooked hams, choice, skinned, surplus fat off, smoked.....	@40
Picnics, skin on, surplus fat off, smoked.....	@22
Picnics, skinned, surplus fat off, smoked.....	@23
Loin roll.....	@39

## FERTILIZERS.

	Per unit.
Ground dried blood.....	\$ 4.35 @ 4.50
Unground and crushed blood.....	4.10 @ 4.25
Concentrated tankage, ground.....	3.75 @ 4.00
Hoofmeal.....	3.35 @ 3.50
Ground tankage, 10 to 11%.....	3.85 @ 4.00
Ground tankage, 6 1/2 to 9%.....	3.50 @ 3.75
Crushed and unground tankage.....	2.75 @ 3.40
Ground raw bone, per ton.....	26.00 @ 40.00
Ground steamed bone, per ton.....	24.00 @ 26.00
Unground steamed bone.....	18.00 @ 20.00
Unground bone tankage.....	16.00 @ 18.00

## HORNS, HOOF AND BONES.

	Per ton.
No. 1 horns.....	\$225.00 @ 250.00
No. 2 horns.....	175.00 @ 200.00
No. 3 horns.....	75.00 @ 125.00
Hoofs, black and stripped.....	45.00 @ 50.00
Hoofs, white.....	70.00 @ 80.00
Grinding hoofs.....	35.00 @ 39.00
Round shin bones, heavies.....	100.00 @ 110.00
Round shin bones, light.....	80.00 @ 90.00
Flat shin bones, heavies.....	90.00 @ 95.00
Flat shin bones, lights.....	75.00 @ 80.00
Thigh bones, heavies.....	100.00 @ 115.00
Thigh bones, light.....	80.00 @ 90.00
Skulls, jaws and knuckles.....	35.00 @ 37.00

Note—Foregoing horns, hoofs and bones must be assorted, free from grease, hard and clean.

## LARD (Unrefined).

Prime, steam, cash.....	@11.25
Prime, steam, loose.....	@11.22 1/2
Leaf, raw.....	@11.25
Neutral raw.....	13 @13 1/2

## LARD (Refined).

Pure lard, kettle rendered, per lb., tcs.....	12 1/2 @13 1/4
Pure lard.....	12 @13 1/4
Compound.....	10 1/2 @11 1/4
Barrels, 1/2 over tierces; half barrels, 1/4 over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 over tierces.....	

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	10 1/2 @10 1/2
Oleo stock.....	9 1/2 @10
Prime No. 1 oleo oil.....	9 @ 9 1/2
Prime No. 2 oleo stock.....	8 1/2 @ 9
No. 3 oleo oil.....	8 1/2 @ 9
Prime oleo stearine, edible.....	9 @ 9 1/4
No. 2 oleo stearine, edible.....	8 @ 8 1/4

## TALLOW AND GREASES.

Edible tallow.....	7 1/2 @ 7 1/2
Choice country tallow.....	7 1/2 @ 7 1/2
Packers, prime, loose tallow.....	7 @ 7 1/4
Packers, No. 1 loose, tallow.....	6 1/2 @ 6 1/2
Packers, No. 2 tallow.....	5 1/2 @ 5 1/2
White, choice grease.....	7 1/2 @ 7 1/2
White, "A" grease.....	7 @ 7 1/4
Yellow grease, 10 to 15 per cent acid.....	6 @ 6 1/4
Yellow grease, 15 to 30 per cent acid.....	5 1/2 @ 6
Brown grease.....	5 1/2 @ 5 1/2
Cracking grease.....	5 1/2 @ 5 1/2
Bone, naptha extracted.....	5 1/2 @ 5 1/2
House.....	5 1/2 @ 5 1/2
Garbage grease, loose.....	4 1/2 @ 4 1/2

## VEGETABLE OILS.

Cottonseed oil—white, deodorized, in bbls.....	9 1/2 @ 9 1/2
Yellow, deodorized, in bbls.....	9 @ 9 1/2
P. S. Y., loose, Chicago.....	@ 8 1/2
P. S. Y., soap grade, loose.....	@ 8 1/4
Texas.....	@ 3 1/2
Linseed oil, loose, per gal.....	78 @83
Corn oil, loose.....	7 @ 7 1/2
Soya bean oil, seller tank, f. o. b. coast, nom.....	9 1/2 @10
Cocunut oil, seller tank, f. o. b. coast.....	6 1/2 @ 7 1/2

## ANIMAL OILS.

Prime lard oil.....	14 1/2 @15
Extra winter strained lard oil.....	11 1/2 @12
Extra lard oil.....	11 @11 1/2
Extra No. 1 lard oil.....	10 1/2 @11
No. 1 lard oil.....	9 1/2 @10
No. 2 lard oil.....	

# Retail Section

## A BUSINESS COST OFTEN OVERLOOKED

### Depreciation Charges Must Be Checked

(Written for The National Provisioner by Robert Falconer.)

Some years ago a butcher installed a refrigerating plant in his shop. Before he put it in he went into costs very carefully. He learned just as accurately as he could what the repairs would average a year, how much electricity would be consumed, how many years it could be used before it was worn out. In fact, it appeared as though he had figured every detail of cost.

The costs listed ran like this: Interest on the investment, repairs, electricity, ammonia, depreciation, labor, cost of installation and interest on this. This appeared to be all the costs connected with the plant.

The estimates he secured on these costs proved to be just about what he had to pay in actual operation. The plant proved entirely satisfactory, and the cost was less than that of ice. He was very well pleased with the purchase.

Being a very good business man, he set aside a depreciation fund in order to have the money on hand for replacing the plant when it was worn out. Everything looked ship shape.

His business was growing. He was in a location where the population was rapidly increasing and as it increased he got his full share of the business.

In order to get this, however, he considered it necessary to install thoroughly up-to-date fixtures, and accordingly put in some refrigerated display cases that he might display his meat more effectively. The sales continued to increase and before very long it was found that more room would have to be provided. Since a larger stock was carried the refrigerating plant became overloaded and economy required that a larger one replace it.

#### An Uncounted Cost.

The plant was still in perfectly good condition, but as far as this butcher was concerned it was of little practical use. It simply could not do the work that he required along the line of refrigeration. The depreciation fund had reached an amount equal to about a third of what he had paid for the plant. When he sold it and applied what he got for it toward the purchase of a larger plant, he found that he received considerably less than half of what it had cost him to install it. There was a loss here that he had never figured on and for which he had not provided a fund.

According to his plans he would have had enough money in his depreciation fund to replace the plant. As a matter of fact he lacked the amount needed to put in a plant of the same size by several hundred dollars.

This man had overlooked one item of cost that concerns using machinery to a great extent find it good policy to consider. This is the item of obsolescence, the rate at which the machinery becomes out of date.

#### A Machine's Length of Life.

The useful life of any machinery or equipment is determined by two things, the length of useful life of that machinery or equipment and the rate at which it goes out of date. It may go out of date because of new and better machinery or equipment being placed on the market, or it may go out of date because of the growth of the business and its inadequacy to meet the requirements.

An example of the first is electric light fixtures. Well made fixtures should have a useful life of from say twenty to fifty years as far as the fixture itself is concerned. Experience, however, has shown that the developments in the lighting field have been so rapid during the past twenty years that fixtures five years old are out of date. Something else has come on the market by that time which is more attractive and more economical. The chances are that the old fixtures have no market value aside from junk.

When a merchant installs lighting fixtures, therefore, and wants to figure accurately what his lighting is costing him, he will do well to divide the total cost of the installation by five and add this amount to the cost of current, lamp and glassware renewals, and cost of cleaning and inspection per year.

If he wants his store to appear most attractive and if he wants to get his lighting at the lowest possible cost he will probably have to make a change in his lighting units. He may even have to renew his wiring, and this only five years after he has made a new installation. However, if he considers his lighting units alone he will be fairly safe in figuring his lighting costs.

The case of equipment becoming inadequate because of the growth of the business has already been illustrated by showing the case of the refrigerating machine. Practically everything in the line of equipment and machinery in the butcher shop is constantly getting out of date for one or the other of these reasons.

Fifty years ago the butcher did not have to give much attention to this item of expense. For one reason he had very little machinery. Practically everything was done by hand. What equipment he did have to have was not expensive.

#### Retailers' Machines Important.

Today we find in the butcher shop, cash registers that keep a more or less elaborate record of sales and do it mechanically. We find computing scales, motor driven meat grinders, meat slicers, refrigerating machines, elaborate display cases the temperature of which is held at any desired point by means of the refrigerating machine, adding machines, typewriters and, possibly duplicating machines.

There is a vast difference between all this equipment and the ice box, meat bench and steelyards of the old-time butcher. There is also a vast difference in the investment represented. All this equipment saves labor and helps to increase the sales volume, but also increases the difficulties of accurate accounting.

The butcher who has all new equipment unless he watches his step, is going to make the mistake of thinking that his profits are larger than they are. It is very easy to overlook the item of obsolescence until it is too late, and sometimes the depreciation is not given the consid-

eration that it deserves. The larger the investment in machinery and equipment the greater the need of watching these items of expense with the greatest care.

Forgetting that the equipment in the store is constantly becoming obsolete, either because of improved equipment that is constantly being placed on the market, or because of the growth of the business may, when a large sum is invested in this equipment, make the difference between bankruptcy and prosperity. After a shop has been run for ten years on the assumption that there is no obsolescence to the equipment and then it becomes necessary to make changes, there is no way of getting out of the business the fund that should have been provided for this purpose.

#### Depreciation and Profits.

Prices have been set on the basis of costs that do not include this charge. Profits have been taken out without considering this item. With the profits out and the goods sold the money can't be recovered that should have been placed in an obsolescence fund. It is not possible to go around to the customers and collect from them a certain percentage of the money they have spent at the store. The profits that have been taken out of the business have either been spent, or probably placed where they cannot be used for this purpose.

If the investment in machinery and equipment has been large it may happen that replacing it without the aid of a fund provided for the purpose will prove a serious burden upon the business. It may in fact be entirely out of the question to replace it and the only course left open will be closing out the business all together.

In the past this item of obsolescence has not been a serious matter to the butcher. He hasn't found it necessary as a rule to install enough machinery and equipment so that it made very much difference to him. When something new had to be bought, it didn't entail an investment so great that it had a serious effect upon the business.

His investment in these things, however, is constantly increasing. Already there are butchers who if they do not at once give attention to this matter of depreciation and obsolescence, are going to find it mighty hard some years hence to meet expenses though they have been doing a prosperous and growing business. Here is a hidden item of expense that is constantly growing and becoming more and more serious.

#### LOCAL AND PERSONAL.

M. Pennypacker has opened a meat market at Kenney, Ill.

W. F. Duncan has purchased a meat market at Lamont, Iowa.

L. P. Wudlick has opened a meat market on Main street, Pulaski, Wis.

Burr Mitchell has opened a meat market in the Miller block, Elmira, N. Y.

William Wimmer has opened a sausage shop at 640 Main street, Quincy, Ill.

Pete Auclair will conduct a meat market in the Erickson store at Paradise, Mont.

M. Haines has purchased the meat market of Clarence O'Daniels at Schaller, Ia.

Lyman Ensminger and Virgil Dipprey will open a meat market at Upper Sandusky, Ohio.

The Daniel & Ward meat market, 110 North Eighth street, Atchison, Kans., was recently damaged by fire to the extent of \$5,000.



Jack Bruce will open a meat market at Perry, Ia.

A. A. Wilson will conduct a meat market at Cordell, Okla.

Clark Burnham has opened a meat market at Hays, Kans.

Walter Miller will conduct a meat market at Necedah, Wis.

The Sanitary market, Wenatchee, Wash., has recently reopened.

G. H. Arnett has sold his meat market at Arkansas City, Kans.

M. Angeline has purchased the Orting meat market at Orting, Wash.

The Sawyer grocery, Sioux Falls, S. D., has added a meat department.

Philip Buttle & Son have purchased the Roth meat market at Hays, Kans.

Hiram Watson will open a grocery and meat market at Red Wing, Minn.

M. G. Burns has purchased the Hoffman Bros. meat market at Cedarburg, Wis.

S. P. Wintersteen has sold his meat business, Palisade, Neb., to Ross Renant.

The Ellis Produce Co., Wheeling, W. Va., will shortly move into its new quarters.

The Star cash grocery and meat market was recently opened at Edwardsville, Ill.

Frank Cootway has purchased the meat market of Oscar Knudson at Cobb, Wis.

E. E. Mann has purchased the Van Winkle meat market at Morning Sun, Ia.

Anthony F. Noa has purchased the meat business of Frank Noa at Gaylord, Mich.

Louis Monroe has opened a meat market in the Peterson building, Broadus, Mont.

The meat market of J. R. Fisher, Cimarron, Kans., was recently destroyed by fire.

W. F. Mooney has purchased the East Side market, York, Neb., from Milo Misner.

John A. Owens has purchased the meat business of W. G. Wassman at Benicia, Cal.

H. W. Miller has opened a meat market at 202 West Front street, Beaver Dam, Wis.

Philip Michel has purchased the meat business of Bumler & Mai, Wakeeney, Kans.

Ross Tenant has purchased the meat market of S. P. Wintersteen at Palisade, Neb.

Elbern H. Winkler will shortly open a meat market and grocery store at St. John, Kans.

John Lehman has purchased the Kidd market on First street, Port Angeles, Wash.

Bauman Bros. will open two new meat markets in Lancaster, Ohio, in the near future.

Kalbitzer Co. will shortly open a wholesale and retail meat market at Wheeling, W. Va.

J. Lindgren & Son have purchased the Otto Brattkus meat market at Everston, Wash.

Many improvements will be made shortly in the People's meat market at Waynesburg, Pa.

Chas. Gooch has purchased the Mt. Shasta meat market, Sisson, Cal., from H. O. Lewis.

H. N. Neal has purchased the meat market in the Penny grocery at Fort Lauderdale, Fla.

Walter Maciejewski has purchased the meat market of Lay & Tockey at Loup City, Neb.

The Packers' De Luxe Market Co. will operate at Broad and High streets, Columbus, O.

C. M. Hayden and J. H. Hall have opened a meat market in the Hire building, El Cajon, Cal.

D. E. and F. A. Theel have opened a meat market at 522 Pawnee street, Leavenworth, Kans.

Sippel & Schwaller meat market was recently opened in the Muth building, Plymouth, Wis.

Cornelius A. Ensich has purchased the Dirago market at 110 West Eighth street, Coffeyville, Kans.



NO. 10 REGULAR  
Finished in Gold, Gray or White

# BARNES

## "The Scale of QUALITY"

Accurate Attractive  
Sanitary

It is Fully Guaranteed

Sold only through

RELIABLE DEALERS

Manufactured by

Barnes Scale Co. Detroit, Mich.

Paul Rosinski and Fred Fumele will open the Central meat market in the Meier building, Clintonville, Wis.

John Mugler has repurchased the John Selby meat market on lower Fifth street, Clay Center, Kans.

G. A. Geise, 2168 Hamilton street, Spokane, Wash., is adding many improvements to his meat market.

C. H. Hinkey has purchased the meat market and grocery of Frank P. Friedman at Grand Junction, Colo.

Matt Kavanaugh has purchased the Thorson Cash Market at 119 East Milwaukee street, Janesville, Wis.

A. Levitt and R. Spector have opened a meat market and grocery known as the Southern Market Co., at Atlanta, Ga.

Carl Palmer and Edgar Johnson have purchased the Economy grocery and meat market, Ida Grove, Ia., from Ed McCabe and L. Kiernan.

### TOLEDO MASTER BUTCHERS.

At the meeting of the Toledo Master Butchers, Toledo, O., held on September 27, renewed interest prevailed at the starting up anew after the vacation months. Among the features of importance was a blackboard demonstration by Alfred Meyers of a test made by him on cutting a 127-pound hind of beef, which showed the following results:

33 lbs. round steak at 35c.....	\$11.55
11 lbs. shank meat at 18c.....	1.98
9½ lbs. waste .....	...
7½ lbs. boneless rump.....	2.25
28 lbs. sirloin at 39c.....	10.92
14½ lbs. short loin at 44c.....	6.38
6½ lbs. waste .....	...
1½ lbs. flank steak at 21c.....	.32
4½ lbs. boiling meat at 14c.....	.63
5 lbs. suet at 4c.....	.20

\$34.23

127 lbs. weight of the hind at 20c.... 25.40

Gross profit .....\$ 8.83

Ernie Leirer will give a similar demonstration at the meeting of October 11 on cutting a front quarter of beef.

The Food Exposition to be held at Toledo November 6, 7, 8 and 9, 1922, is creating quite a great deal of talk, as this exposition will be different from food shows in the past, on account of the fact that the main feature being meats. Thirteen committees have been appointed for this show, each having its duty to perform in making the exposition a success.

October 25 will be ladies' night and the entertainment committee will make a report at the next regular meeting about the nature of that event.

### ROCHESTER, N. Y., NOTES.

Joseph J. Brown is now a grandfather. Congratulations.

Mr. Dash, assistant sales manager of the Jacob Dold Packing Co., spent the week in Rochester.

John W. Ellis has been under the weather for the past week with symptoms of the "flu."

Albert F. Walker and family motored to the St. Lawrence river and spent the day fishing last Sunday.

Officials of the Meat Council of Rochester promise to spring something big at the monthly meeting next Tuesday.

John Heffernan, branch manager of Morris & Co., was a conspicuous figure in the ball game at the Knights of Columbus clam bake last week. John swings a wicked bat and showed the Irish bunch a thing or two.

Mr. and Mrs. Peter A. Van Remoortere have had the great sorrow of losing their 12-year-old son, who fought a strong but losing battle against spinal meningitis. Mr. Van Remoortere was at the boy's bedside night and day for three weeks straight.

For Sausage Makers

## BELL'S

Patent Parchment Lined

## SAUSAGE BAGS

and

## SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.  
BOSTON MASS.



# New York Section

G. R. Cain, advertising department, Swift & Company, Chicago, is in New York.

A. E. Peterson and J. Moog, vice-presidents of Wilson & Company, Chicago, are in town this week.

A large coterie from the central office of Morris & Company, New York, attended the world's series games.

F. C. McDowall, Morris & Company's executive department, Chicago, is in New York this week en route to Toronto, Canada.

E. S. Waterbury, one of the executives of Morris & Company, Chicago, was in New York this week. Baseball had no attractions, of course.

W. B. Farris, superintendent, Morris & Company, Chicago, is in the city, prior to sailing on Wednesday for an extensive tour of South America.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending September 30, 1922, on shipments sold out, ranged from 9.50 cents to 20.00 cents per pound, and averaged 14.54 cents per pound.

Chas. H. Simons, manager of the Boston territory of Swift & Company, came to New York on Wednesday to help celebrate the birthday of G. J. Edwards at the Montclair Country Club. And the next day the club-house burned down!

M. J. Flynn, eastern manager for Oscar Mayer & Company, New York, will attend the convention of the Institute of American Meat Packers in Chicago next week.

After the convention Mr. Flynn will visit the company's plants in Madison and Milwaukee, Wis.

The Sinclair Sales Company have moved from West 14th Street to larger and improved quarters at 520 Westchester Avenue, where in addition to their full line of provisions, small stock and beef will be added, and an increased sale of Fidelity products is expected. Mr. A. C. Sinclair, vice-president, of Cedar Rapids, Iowa, is in New York for the opening.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending Saturday, September 30, 1922: Meat—Manhattan, 822½ lbs.; Brooklyn, 39 lbs. Total, 861½ lbs. Fish—Manhattan, 250 lbs.; Brooklyn, 56 lbs. Total, 306 lbs.

Moe Loeb, chairman of the Retail Meat Dealers' Red Cross Membership Drive, is making a special plea to all master butchers and retail meat dealers of the city for their earnest support in this worthy cause, so the returns from the Retail Meat Dealers Division will be representative of the generosity of the craft. The Red Cross Drive this year, it is understood, will only be made through specific channels; there will be no collecting in subways or theatres, or on the street.

## NEWS OF THE MASTER BUTCHERS.

The meeting of Ye Olde New York Branch, United Master Butchers of America, last Tuesday evening was very well attended and gave promise of renewed interest in the work of the organization. In

addition to a large gathering of their own members there were three visitors from Ridgewood Branch accompanied by its president, Brother Raedle.

Moe Loeb was appointed chairman of the Retail Meat Dealers' Red Cross Membership drive. Subscriptions may be sent to the offices of the Branch, 250 West 57th street, New York, N. Y., or to any of the members of the sub-committee to be appointed later.

With reference to the entertainment and ball great progress has already been made, especially in getting advertisements for the Master Butchers' Business Directory.

Several very interesting discussions took place, among which was the matter of alleged excessively high wholesale prices. There was a heated debate on this subject.

At the meeting of Ye Olde New York Branch, Edward Collin, who has just returned from Europe, gave a very interesting talk on the conditions in the retail meat trade as he found them on his recent visit to Frankfurt, Germany. The retailers purchase their live cattle in the cattle markets, most cattle being of a medium quality, but very few are well finished. The cattle are slaughtered and dressed by the retailers in the municipal slaughter houses. Each Sunday morning the retailers of the city or village congregate in a coffee house and set the selling price for the following week, and no retailer is permitted to deviate from these prices. Mr. Collin said the retailers enjoy a good business and seem to be contented. The hours of labor for employer and employee are from eight to one and from three to six o'clock. From one to three all business, no matter what line, is suspended. The meats are sold untrimmed, half meat and half bone, and the method of cutting is now similar to the style in the United States with reference to making the different cuts into steaks, roasts, chops, soup meat, etc.

From present indications probably one of the largest and best-attended balls of the season will be that of Ye Olde New York Branch, United Master Butchers of America, which will be held on Thanksgiving night. The committee reports much has been accomplished in the way of selling space in the Master Butchers' Directory, and it has been decided that only the best talent and music will be engaged. The committee having this important event in charge is Edward Collin, chairman; Moe Loeb, secretary; I. Bloch, treasurer, and Louis Goldstein, representative.

## OUT AMONG THE TRADE.

The constant growth of the business of W. T. Riley, the well-known broker of Philadelphia, has made it necessary to add to his staff Mr. C. J. Sharpless, who has had years of experience with the big packers. Sharpless is now associated with Riley of Philadelphia in the sale of his general line of merchandise. He is young and energetic, with a wide acquaintance and hosts of friends in the trade. With W. T. back of him, this makes a combination hard to beat. Mr. Riley's offices being on the main floor of the famous Bourse Building, has long been the headquarters and meeting place of visiting packers and oil men from all over the country. His office, stenographers and telephones are always at their service. He even furnishes free postage stamps. This and his golf reputation make him a rival to the city hall tower as a Philadelphia landmark.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, October 5, 1922, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef—</b>				
<b>STEERS:</b>				
Choice	\$17.00@18.00	.....@.....	\$19.00@20.00	.....@.....
Good	16.00@17.00	\$16.00@17.00	16.00@18.00	\$16.00@18.00
Medium	14.00@15.00	14.00@16.00	10.00@14.00	11.00@14.00
Common	9.00@12.00	10.00@12.00	8.00@10.00	10.00@11.00
<b>COWS:</b>				
Good	12.00@12.50	12.00@13.00	11.00@12.00	.....@.....
Medium	10.00@11.00	10.00@11.00	9.00@10.00	9.00@10.00
Common	7.00@ 9.00	9.00@ 9.50	8.00@ 9.00	8.00@ 9.00
<b>BULLS:</b>				
Good	.....@.....	.....@.....	.....@.....	.....@.....
Medium	.....@.....	.....@.....	8.00@ 9.00	.....@.....
Common	6.00@ 6.50	.....@.....	6.50@ 7.00	6.50@ 7.00
<b>Fresh Veal—*</b>				
Choice	17.00@19.00	.....@.....	20.00@22.00	.....@.....
Good	16.00@17.00	.....@.....	16.00@19.00	16.00@18.00
Medium	13.00@15.00	11.00@13.00	12.00@15.00	12.00@14.00
Common	10.00@13.00	9.00@10.00	9.00@11.00	9.00@11.00
<b>Fresh Lamb and Mutton—</b>				
<b>LAMBS:</b>				
Choice	26.00@27.00	25.00@26.00	25.00@26.00	25.00@27.00
Good	25.00@26.00	23.00@24.00	23.00@24.00	24.00@25.00
Medium	22.00@24.00	20.00@22.00	20.00@22.00	20.00@23.00
Common	16.00@20.00	18.00@20.00	16.00@20.00	15.00@18.00
<b>YEARLINGS:</b>				
Good	.....@.....	.....@.....	.....@.....	.....@.....
Medium	.....@.....	.....@.....	.....@.....	.....@.....
Common	.....@.....	.....@.....	.....@.....	.....@.....
<b>MUTTON:</b>				
Good	14.00@16.00	12.00@15.00	14.00@15.00	14.00@15.00
Medium	10.00@12.00	9.00@11.00	11.00@13.00	12.00@13.00
Common	7.00@ 9.00	8.00@ 9.00	8.00@10.00	8.00@ 9.00
<b>Fresh Pork Cuts—</b>				
<b>LOINS:</b>				
8-10 lbs. average	26.00@28.00	27.00@28.00	29.00@30.00	28.00@29.00
10-12 lbs. average	24.00@26.00	26.00@27.00	27.00@29.00	27.00@28.00
12-14 lbs. average	21.00@24.00	23.00@24.00	24.00@25.00	24.00@26.00
14-16 lbs. average	18.00@21.00	21.00@22.00	19.00@22.00	20.00@22.00
16 lbs. over	16.00@18.00	17.00@19.00	18.00@20.00	18.00@20.00
<b>SHOULDERS:</b>				
Skinned	14.00@15.00	.....@.....	15.00@16.00	15.00@16.00
<b>PICNICS:</b>				
4-6 lbs. average	12.50@13.00	14.50@15.00	14.00@14.50	14.00@15.00
6-8 lbs. average	11.00@12.00	13.00@14.00	13.00@14.00	13.00@13.50
<b>BUTTS:</b>				
Boston Style	17.00@18.00	.....@.....	18.00@20.00	19.00@20.00

\*Veal prices include "hide on" at Chicago and New York.

# THE CASING HOUSE

Too many Sausage  
Makers regard cas-  
ings as solely an item  
of expense.

A good casing selected  
to your requirements  
is an asset.

## BERTH. LEVI & Co., Inc.

ESTABLISHED 1882

NEW YORK

CHICAGO

LONDON

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, common to prime.....	6.50@10.60
Cows, common to choice.....	1.25@ 5.30
Bulls, common to choice.....	4.00@ 5.00

## LIVE CALVES.

Calves, veals, prime, per 100 lbs.....	@15.00
Calves, veals, common to medium.....	9.00@13.50
Calves, veals, culls, per 100 lbs.....	6.50@ 8.50

## LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	14.00@14.50
Sheep, ewes, prime, 100 lbs.....	6.25@ 6.50
Sheep, ewes, common to good, per 100 lbs.....	3.50@ 6.00

## LIVE HOGS.

Hogs, heavy.....	10 @10½
Hogs, medium.....	10½@10.60
Hogs, 140 lbs.....	10½@10.60
Pigs, under 70 lbs.....	10½@10½
Roughs.....	8 @ 8½

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy.....	@19
Choice, native, light.....	@20
Native, common to fair.....	@18

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	17 @18
Native steers, 600@800 lbs.....	16 @16½
Native choice yearlings, 400@600 lbs.....	19 @19½
Western steers, 600@800 lbs.....	12 @14
Texas steers, 400@600 lbs.....	9½@11
Good to choice heifers.....	17½@18½
Choice cows.....	@12½
Common to fair cows.....	9 @11
Fresh bologna bulls.....	6½@ 7½

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@23	@24
No. 2 ribs.....	@17	@23
No. 3 ribs.....	@12	@22
No. 1 loins.....	@29	@34
No. 2 loins.....	@20	@29
No. 3 loins.....	@12	@26
No. 1 hides and ribs.....	24 @25	24 @26
No. 2 hides and ribs.....	22 @23	22 @23½
No. 3 hides and ribs.....	14 @16	18 @21
No. 1 rounds.....	@15	14 @15
No. 2 rounds.....	@12	@14
No. 3 rounds.....	@9	13 @14
No. 1 chuck.....	@13	@14
No. 2 chuck.....	@8	12 @13
No. 3 chuck.....	@5	10 @11
Bolognas.....	@6	7½ @ 8½
Rolls, reg., 6@8 lbs. avg.....	22 @23	
Rolls, reg., 4@6 lbs. avg.....	17 @18	
Tenderloins, 4@5 lbs. avg.....	60 @70	
Tenderloins, 5@6 lbs. avg.....	80 @90	
Shoulder clods.....	10 @11	

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@30
Veals, country dressed, per lb.....	22 @23
Western calves, choice.....	21 @22
Western calves, fair to good.....	16 @19
Grassers and buttermilks.....	14 @15

## DRESSED HOGS.

Hogs, heavy.....	@15½
Hogs, 180 lbs.....	@15½
Hogs, 100 lbs.....	@16½
Hogs, 140 lbs.....	@16½
Pigs, 80 lbs.....	@16½

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	27 @28
Lambs, poor to good.....	15 @20
Sheep, choice.....	14 @17
Sheep, medium to good.....	11 @15
Sheep, culls.....	5 up

## SMOKED MEATS.

Hams, 8@10 lbs. avg.....	22 @23
Hams, 10 @ 12 lbs. avg.....	22 @23
Hams, 12@14 lbs. avg.....	22 @23
Picnics, 4@6 lbs. avg.....	16 @17
Picnics, 6@8 lbs. avg., per lb.....	15½@16
Rollettes, 6@8 avg., per lb.....	18½@19
Beef tongue, light.....	35 @40
Beef tongue, heavy.....	43 @45
Bacon, boneless, Western.....	26 @27
Bacon, boneless, city.....	26 @27
Pickled bellies, 10@12 lbs. avg.....	20 @21

## FRESH PORK CUTS.

Fresh pork loins, Western, 10@12 lbs. avg.....	31 @32
Frozen pork loins, 10@12 lbs. avg.....	25 @26
Fresh pork tenderloins.....	50 @52
Frozen pork tenderloins.....	45 @48
Shoulders, city, 10@12 lbs. avg.....	17 @18
Shoulders, Western, 10@12 lbs. avg.....	17 @18
Butts, boneless, Western.....	23 @24
Butts, regular, Western.....	21 @22
Fresh hams, city, 8@10 lbs. avg.....	21 @22
Fresh hams, Western, 10@12 lbs. avg.....	20 @21
Fresh picnic hams, Western, 6@8 lbs. avg.....	15 @15
Extra lean pork trimmings.....	19 @19
Regular pork trimmings 50% lean.....	12 @13
Fresh spare ribs.....	13 @14
Raw leaf lard.....	14 @15

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	125.00@135.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	100.00@110.00
Black hooft, per ton.....	45.00@ 50.00
Stripped hooft, per ton.....	45.00@ 50.00
White hooft, per ton.....	80.00@ 90.00
Thigh bones, avg. 95 to 60 lbs., per 100 pcs.....	110.00@125.00
Horns, avg. 7½ oz. and over, No. 1.....	225.00@275.00
Horns, avg. 7½ oz. and over, No. 2.....	175.00@200.00
Horns, avg. 7½ oz. and over, No. 3.....	100.00@150.00

## FANCY MEATS.

Fresh steer tongues, L.C., trim'd.....	@40c	a pound
Fresh steer tongues, untrimmed.....	@37	a pound
Calves, heads, scalded.....	@65c	a piece
Sweetbreads, veg'.....	@75c	a pair
Sweetbreads, beef.....	@35c	a pound
Beef kidneys.....	@16c	a pound
Mutton kidneys.....	@6c	each
Livers, beef.....	@18c	a pound
Oxtails.....	@12c	a pound
Hearts, beef.....	@8	a pound
Beef hanging tenders.....	@13c	a pound
Lamb fries.....	@10c	a pair

## BUTCHER'S FAT.

Ordinary shop fat.....	@2
Breast fat.....	@4
Edible suet.....	@5
Inedible suet.....	@4
Shop bones, per cwt.....	20 @25

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	14	17
Pepper, Sing., black.....	10½	13½
Pepper, red.....	37	41
Allspice.....	5½	8½
Cinnamon.....	11½	15½
Coriander.....	13	16
Cloves.....	39	44
Ginger.....	13	16
Mace.....	47	52

## CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls.	Double bags.
Double refined saltpetre, gran.....	6½	6½	
Double refined saltpetre, small crystal.....	7½	7½	
Double refined nitrate soda, gran.....	4½	4½	
Double refined nitrate soda, crystals.....	5½	5½	
	In 25-bbl. lots:		
Double refined saltpetre, gran.....	6½	6½	
Double refined saltpetre, small crystals.....	7½	7½	
Double refined nitrate soda, gran.....	4½	4½	
Double refined nitrate soda, crystals.....	5½	5½	
	In carloads:		
Double refined nitrate of soda, gran.....	4½	4½	
Double refined nitrate of soda, crystals.....	5½	5½	

## GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 lbs. up.
Prime No. 1 veals.....	2.10	2.40	2.80	3.15	3.65
Prime No. 2 veals.....	1.90	2.20	2.55	2.90	3.40
Buttermilk No. 1.....	1.18	2.10	2.55	2.90	.....
Buttermilk No. 2.....	1.16	1.90	2.35	2.70	.....
Branded, grubby.....	1.14	1.65	1.85	2.05	2.25
No. 3.....	.....	.....	.....	.....	.....

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 to 65 lbs. to dozen, lb.....	30 @33
Western, 48 to 54 lbs. to dozen, lb.....	29 @32
Western, 43 to 47 lbs. to dozen, lb.....	28 @30
Western, 36 to 42 lbs. to dozen, lb.....	28 @28
Western, 30 to 35 lbs. to dozen, lb.....	24 @25
Western, under 30 lbs. to dozen, lb.....	22 @23

### Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 60 to 65 lbs. to dozen, lb.....	29 @32
Western, 48 to 54 lbs. to dozen, lb.....	28 @31
Western, 43 to 47 lbs. to dozen, lb.....	27 @29
Western, 36 to 42 lbs. to dozen, lb.....	25 @27
Western, 30 to 35 lbs. to dozen, lb.....	23 @24
Western, under 30 lbs. to dozen, lb.....	21 @22

### Fowls—Fresh—dry packed, corn fed—barrels.

Western, dry packed, 5 lbs. and over, lb.....	28 @31
Western, dry packed, 4½ lbs. each, lb.....	27 @30
Western, dry packed, 3½ lbs. each, lb.....	25 @27
Western, dry packed, 3 lbs. and under, lb.....	22 @24

### Old Cocks—Fresh—dry packed—boxes or bbls.

Western, dry packed, boxes.....	17 @18
Western, scalded, bbls.....	16 @17

### Ducks, Long Island.....

White, 11 to 12 lbs. to doz., per doz.....	\$8.00@8.50
White, 10 lbs. to doz., per doz.....	7.00@7.50
Dark, per doz.....	2.50@3.00

### Squabs—

## LIVE POULTRY.

Fowls, via express.....	24 @29
Old roosters.....	@
Ducks, via express.....	26 @28
Turkeys, via express.....	45 @50
Geese, via express.....	20 @22
Pigeons, per pair.....	25 @25
Guineas, per pair.....	70 @70

## BUTTER.

Creamery (92 score).....	@44
Creamery (higher scoring lots).....	44½@45
Creamery, firsts.....	39½@43
Creamery, seconds.....	33½@35
Creamery, lower grades.....	32 @33

## EGGS.

Fresh, gathered, extras, per doz.....	48 @50
Fresh gathered, extra firsts.....	43 @46
Fresh gathered, firsts.....	38 @42
Fresh gathered, checks, fair to choice, dry.....	22 @23
Fresh gathered, dirties, No. 1.....	25 @26

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 to 50, per ton.....	@36.00
Bone meal, raw, per ton.....	40.00@42.00
Dried blood, high grade.....	@4.40
Nitrate of soda—spot.....	@2.40
Bone black, discard, sugar house del., New York, per ton delivered N. Y.....	@14.00
Ground tankage, N. Y., 9 to 12 per cent ammonia.....	4.00 and 10c
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore.....	4.00 and 10c
Foreign fish guano, testing 13@14 per cent ammonia and about 10 per cent B. Phos. lime.....	4.70 and 10c
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (35c per unit available phosph. acid).....	3.50 and 60c
Sulphate ammonia, for shipment, per 100 lbs. guar., 25 per cent in bags, f.o.b. works.....	@3.35
Muriate of potash, 80-85%, per unit K <sub>2</sub> O.....	@.68
Sulphate of potash, 90-95%, per unit K <sub>2</sub> O.....	@.80

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of September 23 to September 29, 1922.

	23.	25.	26.	27.	28.	29.	
Chicago.....	41	41	41	41½	41½	42	+1
New York.....	43	43	43½	43½	44	44	+1
Boston.....	42½	42½	43	43	43	43	+½
Phila.....	44	44	44½	44½	44½	45	+1

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	23.	25.	26.	27.	28.	29.	
Chicago.....	37-37½	37½	37½	37½	37½	38	+½

### Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1922.	1921.
Chicago.....	23,384	28,137	27,600	2,303,079	2,063,876
New York.....	41,118	36,595	48,375	2,642,065	2,196,386
Boston.....	11,688	16,086	14,421	959,342	823,178
Phila.....	10,822	10,734	10,039	691,042	601,601

Total.....90,212 91,555 100,447 6,595,528 5,675,041

### Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Sept. 29, 1921.	Cor. day of
Chicago.....	82,113	322,827	25,757,334	25,174,784
New York.....	46,046	341,575	15,414,311	15,970,441
Boston.....	19,231	125,229	12,230,014	12,451,403
Phila.....	4,900	103,758	2,709,450	3,186,185
Total.....	152,290	893,386	56,111,109	56,782,873



